

AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXIV

ROCHESTER, N. Y., AUGUST, 1921

No. 2

Painesville Nurseries



The Storrs & Harrison Company

Established
1854

NURSEYMEN FLORISTS SEEDSMEN
PAINESVILLE, OHIO.

48 Greenhouses
1200 Acres

For Season 1921-22

ROSES and PEACHES
are
Our Leaders

A Complete Variety List
of
Fruit Trees, Ornamental Trees,
Shrubs, Perennials,
Evergreens.

Lowest Prices Consistent With Quality

W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 74 Years

A Complete Variety OF Nursery Stock

60,000 Norway and American Elm,

fine stock in car lots or less.

C. M. HOBBS & SONS

BRIDGEPORT,

IND.

A COMPLETE LINE TO SELECT FROM WITH THE FOLLOWING ITEMS AS LEADERS:

SHRUBS and VINES a full line.

BARBERRY THUNBERGII, CALIFORNIA and AMOOR
RIVER privet.

FRUIT and ORNAMENTAL trees, a fine assortment.

AMPELOPSIS VEITCHII, 2 yr. heavy.

ROSES, H. P. and CLIMBING.

RHUBARB and ASPARAGUS.

SEEDLINGS CONNECTICUT GROWN—Barberry Thunber-
gii, Ampelopsis Veitchii, Multiflora Japonica Rose best
American stock for budding. Wichuriana Rose and
Silver Maple.

FOREIGN STOCKS, FRENCH GROWN. Apple, Mahaleb and
Pear Seedlings, also quince cuttings.

We Guarantee Satisfaction.

Our line is full. Send us your list for quotations.

C. R. BURR & Co.,
MANCHESTER, CONNECTICUT

Princeton Products

are

Ornamental

Trees, Shrubs and Evergreens of high
grade for the wholesale trade

Princeton Nurseries

Princeton in New Jersey

August first

1921

The Monroe Nursery

Established 1847

Offers a fine stock of

Cuthbert Raspberries
Spirea Van Houtte
Other Ornamental Shrubs

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated
Graft and Stock Plants and Firmer

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns which Specialize in Production of Young Stock, Including That Which Has Heretofore Been Imported

The American Plant Propagators Association, Organized in 1918, Will Hold Its Fourth Annual Meeting in Detroit, Mich., June 28, 1922. Membership Open to All American Propagators, F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

Complete Stock of YOUNG EVERGREENS

ALSO
Trees, Shrubs and Vines
for lining out

Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.
Evergreen Specialists, Dundee, Illinois.
Largest Growers in America. Box 402

GET NEXT

★ STAR ROSES

Oak Brand Shrubs

American Pedigree Cannas

The **CONARD** ★ **WEST GROVE,**
C & JONES CO. Penna., U.S.A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres

MY SPECIALTY IS

Moore's Early and Concord Grape Vines

I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman

CHARLES M. PETERS, Salisbury, Md.

EVERGREENS

SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN.

ESTABLISHED 1866

Naperville Nurseries

— Growers of —
TREES EVERGREENS
SHRUBS PERENNIALS, Etc.
LINING OUT STOCK

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

SHRUBS - - TREES

A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

AURORA NURSERIES
AURORA, ILL.

THIS SPACE
\$5.00 Per Month

Under Yearly Term

Including publication also in the

"American Nursery Trade Bulletin."

Thus Covering the Trade

EVERGREENS

Seedlings—Transplants—Cuttings
grown under glass

MILLIONS OF THEM

Also a list of Apple, Shade Trees,
Hedgeplants, Shrubs, Vines, and Peony

Send for our latest wholesale list.

SHERMAN NURSERY CO.
Charles City, Iowa.

LINING OUT STOCK

FALL 1921

And

SPRING 1922

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs. Onarga, Illinois

Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymus, etc.

Hardy Herbaceous Plants

Hybrid Tea Roses, Bush and Tree Form.

Careful Inspection Invited.

Rutherford,

NEW JERSEY

IT IS NONE TOO SOON

to secure your Lining Out Stock. We have good stands, a large assortment. Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already.

Have especially nice stocks of Nuts, Oaks, Oriental Plane, Climbing Roses, Wistaria, Weigella, Grape Vines, etc., etc. Wholesale Only.

Atlantic Nursery Co., Inc.
BERLIN MARYLAND

Little Tree Farms

AT FRAMINGHAM, MASS.

Millions of Evergreens and Deciduous trees
Complete in grades and sizes.

WRITE FOR PRICE LIST

Firs, Junipers, Arborvitae, Pines, Spruces,
Maples, Ash, Oaks, Lindens, Elms, Etc.



AMERICAN FORESTRY CO.
15 Beacon Street, BOSTON, MASS.



BERRY PLANTS

FOR FALL 1921

Cuthbert, Marlboro, St. Regis, Herbert, Idaho, June, Cumberland, Gregg and Plum Farmer raspberries.

Snyder and Blowers blackberries.

Potentilla fruticosa, Rubus odoratus, Celastrus scandens, Ampelopsis quinquefolia and native ferns and flowers.

Send want list early.

GEO. D. AIKEN
PUTNEY, VERMONT

Twice-a-month

Nursery Trade Publicity

On the 1st and the 15th

AMERICAN NURSERYMAN
NURSERY TRADE BULLETIN

PEACH SEED

PROSPECTS are GLOOMY

For North Carolina PEACH PITTS

For fall shipment 1921

J. Van Lindley Nursery Co.
Pomona, N. C.

105 Years in the Nursery Business

GENERAL STOCK—Our propagation includes apple, peach, pear, plum, cherry, apricot, quince, grape vines, all small fruits, shade trees, shrubs, climbers, roses, garden roots, etc.

. . . SPECIAL . . .

A Big Stock of Quality Shrubs

Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Danville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

STARK BROS.
Nurseries and Orchards Co.,
LOUISIANA, MO.

"SALES"

The profit in the nursery business is not in the growing but in the selling. Nursery stock has no value until it is sold. Its value is the value that salesmanship gives it.

I know production and also distribution. I have sold through agents, by catalogues and at wholesale: acquainted with every detail and angle of the business.

I have a sales-producing record

I would be interested in;

- (1) Buying an interest;
- (2) Handling a sales department on commission;
- (3) Or a straight salary.

If interested in increasing your sales and profits, address:

"SALES"

care of

American Nurseryman,
39 State Street,
Rochester, New York.

PRODUCING AND SELLING

Amundson Sphagnum Moss

is our business. We supply Nurserymen and Florists all over the U. S. with dry, clean, high grade sphagnum moss, direct from the sphagnum bogs of Central Wisconsin.

We sell carlots or less, for delivery now or later, at prices which it will profit you to learn.

Write for full information and quotations.

A. J. AMUNDSON COMPANY

Box 2

CITY POINT, WISCONSIN

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

We Are Pleased to Offer the Following for Fall 1921

Cherry One Year 11-16 Up.

Cherry One Year 9-16 to 11-16.

Cherry One Year 7-16 to 9-16.

Sweet Cherry One Year 5 to 7 feet.

Sweet Cherry One Year 4 to 5 feet.

Sweet Cherry One Year 3 to 4 feet.

Japan Plum One Year all grades

on Plum and Peach Roots.

European Plum One Year on Plum

Roots.

Hansen Hybrid Plum One Year on

Americana Roots.

Apricots One Year all grades.

Peach One Year leading varieties.

Pear Std One and Two Year all

grades mostly Reiffer & Garber.

Apple 2 Year also One Year Cut

Backs leading kinds.

We have no 2 year Cherry to offer

but our One Year promise to be

extra fine and will certainly

please your Trade.

BULBS

Imported — Domestic — Cold-Storage



For every month in the year we have something to offer. Our "44" years reliable dealings should be your guide when ordering

Write for Latest
Price List

Vaughan's Seed Store
CHICAGO NEW YORK

AMERICAN NURSERYMAN— AUGUST, 1921

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent. It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

Classified Business Announcements In this Issue

AN INDEX OF CURRENT WANTS AND OFFERINGS IN THE NURSERY TRADE

| | | | | | |
|--------------------------------|--------------------------------|----|------------------------------|-------------------------------------|----|
| Aiken, George D..... | Berry Plants | 27 | Keystone State Nurseries.. | California Privet | 38 |
| American Forestry Co..... | Young Stock | 27 | La Bar's Rhododendron Nur | Special Announcement | 37 |
| American Nut Journal..... | Nut Culture | 40 | Landscape Architecture | Standard Book, Parsons | 43 |
| Amundson Co., A. J..... | Sphagnum Moss | 28 | Lindley Nursery Co., J. Van. | Carolina Peach Pits | 27 |
| Atlantic Nursery Co..... | Young Stock | 27 | Little Tree Farms..... | Evergreens | 27 |
| Audubon Nurseries | Ornamental Stock | 43 | Lopau, Hugo | Roses, Fruit Tree Stocks | 38 |
| Aurora Nurseries | Young Stock | 27 | McCarthy & Sons, D. T.... | Ornamental Stock Wanted..... | 37 |
| Bailey's Cyclopedica | Standard Work | 44 | Monroe Nursery | General Stock | 26 |
| Bay State Nurseries | Ornamental Nursery Stock..... | 37 | Mount Arbor Nurseries..... | Foreign and Domestic Stocks..... | 36 |
| Benedict Nursery Co..... | Fruit Trees and Plants..... | 38 | Naperville Nurseries | Young Stock | 27 |
| Berg & Beard Mfg Co..... | Rid-of-Rifts | 39 | National Florists Bd. Trade. | Credit Lists | 39 |
| Bernardin, E. P..... | General Nursery Stock..... | 37 | Norman, T. R..... | Herbaceous Shrubs | 38 |
| Black, Charles | Ampelopsis Veitchii | 39 | Northeastern Forestry Co.... | Evergreen Seedlings and Transp'ts.. | 27 |
| Bobbink & Atkins..... | Young Stock | 27 | Nursery Directory | List of U. S. Nurserymen..... | 38 |
| Bryant's Nurseries | Peonies | 37 | Onarga Nursery Co..... | Special Announcement | 30 |
| Bulsman & Son, G. A. H.... | Holland Stocks | 43 | Onarga Nursery Company... | Lining Out Stock | 27 |
| Burr & Co., C. R..... | General Nursery Stock | 26 | Pacific States Seed Co..... | Japan Specialists | 41 |
| Campbell Printing Co..... | Nursery Printing | 39 | Painesville Nurseries | General Nursery Stock | 25 |
| Chase Company, Benjamin.. | Nursery Labels | 37 | Parsons Wholesale Nurseries. | General Nursery Stock | 37 |
| Cole, W. B..... | Blackberry Plants | 37 | Pedersen, Hans E. | Spagnum Moss | 39 |
| Conard & Jones Co..... | Star Roses, etc. | 27 | Peters, Charles M..... | Grape Vines | 27 |
| Cultra Brothers | Young Stock | 27 | Portland Wholesale N. Co... | Coast Grown Nursery Stock..... | 41 |
| DeJonge, D. G..... | Holland Nursery Stock | 39 | Princeton Nurseries | Ornamental Nursery Stock..... | 26 |
| DIRECTORY | Growers of Young Stock..... | 27 | Reed, W. C. & Son..... | Cherry, Pear, Apple, Peach..... | 26 |
| Fairfield Nurseries | Grape Vines—C. M. Peters..... | 27 | Rice Brothers Company..... | General Nursery Stock | 30 |
| Farmer, L. J..... | Strawberry Plants | 43 | Robbins, E. C..... | Blue Ridge Trees and Plants..... | 39 |
| Garden Press | Landscape Plans | 41 | "Sales" | Business Opportunity | 28 |
| Geneva Nursery, The..... | General Nursery Stock | 26 | Scarff & Son, W. N..... | Small Fruit Plants | 37 |
| Griffing & Co., C. M..... | Roses on Contract | 30 | Scotch Grove Nursery Co. .. | Norway Spruce, White Pine..... | 39 |
| Hancock & Sons, M. L..... | Sphagnum Moss | 43 | Sherman Nursery Co..... | General Nursery Stock | 27 |
| Hill Nursery Co., D..... | Young Stock | 27 | Skinner & Co., J. H..... | Apple Seedlings, Trees | 40 |
| Hill Nursery Co., D..... | Evergreen Specialist | 36 | Smith Company, W. & T.... | General Nursery Stock | 26 |
| Hobbs & Sons, C. M..... | General Nursery Stock..... | 26 | Southern Nursery Co..... | General Nursery Stock | 41 |
| Horticultural Advertiser .. | British Trade Periodical..... | 43 | Stark Bros. N. & O. Co.... | General Nursery Stock | 28 |
| Howard-Hickory Co..... | Peach Trees | 38 | Storrs & Harrison Co..... | General Nursery Stock | 25 |
| Hubbard Company, T. S.... | Grape Vines, Berry Plants..... | 43 | Vaughan's Seed Store..... | Imported and Domestic Bulbs..... | 28 |
| Huntsville Wholesale Nurs.. | General Nursery Stock..... | 43 | Vincennes Nurseries | Cherry a Specialty | 28 |
| Ilgenfritz' Sons Co., I. E.... | General Nursery Stock..... | 26 | Wagner Park Nursery | Special Announcement | 38 |
| Inter-State Nurseries | General Nursery Stock | 30 | Westminster Nursery | California Privet | 38 |
| Jackson & Perkins Co..... | Ornamental Stock | 30 | | | |



The
Preferred
StockThe
Preferred
Stock

Look Before You Leap

During these hot days the first thought is "get in the water quickly." Sometimes it pays to look around a bit before you "obey that impulse." There may be stones in the bottom.

The same thing applies to nursery stock.

Before covering your requirements it is always a good idea to pick out a good place where assortments are complete—where grades are good—where prices are right, and where service can be depended on.

**Let us tell you what we can do for you.
Ask us about anything you need in:**

Field Grown Roses
Deciduous Shrubs
Climbing Vines
Hardy Perennials
Ornamental Shade Trees
Fruit Trees

Jackson & Perkins Company
NEWARK, NEW YORK STATE

The
Preferred
StockThe
Preferred
Stock

ORNAMENTALS IN LARGE SURPLUS

Including Althea, Buddleia, Golden Elder, Hydrangea, Bush Honeysuckle, Philadelphus, Privet, Spireas, Weigelia, Ampelopsis Veitchii, Clematis and Climbing Rose Bushes.

We will be pleased to quote on your "Want List."

ONARGA NURSERY CO., ONARGA, ILL.
CULTRA BROS., Mgrs.

RICE BROTHERS CO.

GENEVA, N. Y.

**A General Surplus on
Fruit Trees, Ornamental Trees,
Shrubs and Roses**

WRITE FOR PRICES

INTER-STATE NURSERIES

C. M. GRIFFING & CO.

420-21-22 Duval Bldg.

JACKSONVILLE, FLA.

WE ARE better prepared than ever to furnish your Rose Stocks for next season, or contract to grow Roses for you in any quantities wanted. If given an opportunity, we can without doubt save you money, if you have been buying imported stock, give you a better grade of plants, and eliminate the possible delays, disappointments and troubles always present when importing.

WE ALSO GROW A GENERAL LINE

Of Fruit and Nut Trees and Ornamental Plants for the Trade.

We are especially prepared to furnish for delivery next Fall, Winter or Spring, Japanese Plums grafted on Mar-anna plum stock.

We would appreciate the opportunity of quoting on stock wanted for shipment next season

Chief Exponent of the American Nursery Trade

The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00

Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.50 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XXXIV

ROCHESTER N. Y. AUGUST, 1921

No. 2

A Project For Planting Eighty-Eight Thousand Miles of Trees

The subject of roadside tree-planting, touched upon in the May issue of the *American Nurseryman*, would seem to be of direct interest to the Nursery trade. While it is true that many of the trees would come from state Nurseries, it is the province of the Nursery trade to produce reasons why it should have a large share of the provision. Much will depend in this respect, we imagine, upon the interest taken in the subject by Nurserymen, in the early stages. A communication in this issue by a Nursery concern, in answer to our request for expression of opinion on the proposition that surplus Nursery stock be used for the purpose and that Nurserymen consider supplying such stock at less than regular rates, seems to us to lay down sound argument in behalf of treatment of the subject from a business point of view. We believe that Nurserymen generally will be inclined to agree with our correspondent.

C. F. Bley, Hamburg, N. Y., has been very active in eliciting expression of opinion upon roadside tree planting. He has had a large amount of correspondence with authorities all over the country and particularly with regard to the proposition for the passage of a bill on the subject by the New York State Legislature. A summary of expressions thus elicited is presented herewith, as showing prevailing sentiment in circles especially interested by reason of study and experience. We believe it is important that our readers keep posted upon the matter.

Herbert S. Sisson, Commissioner of Highways, State of New York, says that a systematic planting of suitable trees along the highways of the state, is desirable, taking into consideration at all times the width of the highway and the obstruction to vision which might arise by the ultimate growth of such trees as are planted. The Highway department has never had an appropriation for this purpose and has felt that the matter of first importance was to complete the system of highways before taking up the question of their beautification. In this connection it should be stated that the Conservation Commission is engaged in growing trees at a number of state nurseries and at the state prisons to such an extent that it is believed the needed trees could be supplied from these sources.

State Highway Engineer Charles A. Browne, Tallahassee, Fla., says the movement to beautify the roadside has his hearty approval. He is in every possible way striving to encourage it in his state. Not until the present year has real road construction under state supervision been undertaken in Florida. The rights of way on state roads are all 65 feet in width, one reason for this width being to have room to plant trees.

Nathan L. Miller, Governor of New York

State, last October said: "In general I favor the plan outlined for roadside tree planting and should be glad to give it my support. As to matters of detail I should wish to give the subject more careful study."

Lorry D. Cox, professor of landscape engineering, New York State College of Forestry, Syracuse, N. Y., University, directs attention to the fact that for some years that college has been giving special attention to the subject. A year or two ago the college almost succeeded in securing the passage by the legislature of a measure providing for tree planting along the state roads. Considerable opposition was advanced by district highway engineers who believed that tree planting was antagonistic to the successful maintenance of well-built roads. In this opinion they are not upheld by the writings of foremost authorities. In regard to the suitability of tree species, Mr. Cox thinks there is much to be considered. Few trees are generally satisfactory and he thinks no single species is adapted for universal use in this country as is the hard maple so much used for the purpose in Canada. This is due of course, to our great variation in climatic conditions. The walnut and elm would be excluded from consideration for many sections because of insect pests. Probably the most generally satisfactory would be the oak in some variety.

G. H. Collingwood, assistant extension professor of forestry, Cornell University, says shade trees on public highways would be highly desirable. He is of the opinion that the plan might best be undertaken at the outset with regard to portions of highways along pasture lands, for the reason that shade trees there would be an asset to the farmer who would be likely to oppose the planting contiguous to his fertile fields. The beauty of these trees in later years would be likely to induce compliance with a plan to plant roadside trees along cultivated fields to some extent at least. It would be a big step in the right direction if only the pasture and highway waste lands were planted. Nut trees might be considered objectionable for such use, says Mr. Collingwood, but he thinks not nearly so much so as fruit trees. He does not think the lumber from highway trees would amount to much. Forest conditions are needed for lumber growth. Towns might first be interested in highway tree planting; then counties.

J. Coryell, county agent leader, Ithaca, N. Y., says the proposition would be of tremendous value to New York State from the standpoint of beauty and also as an economic factor. He doubts however, the advisability of attempting to secure the passage of a mandatory law for such planting.

Congressman S. Wallace Dempsey, Lockport, N. Y., of the Committee on Rivers and Harbors, House of Representatives, says the plan is an excellent one and that when

it seems practicable he will direct the attention of Congress to it.

J. R. Howard, president of the American Farm Bureau Federation, Chicago, Ill., has long been an advocate of planting suitable forest and nut-bearing trees along the public roadsides in the United States, particularly on the north sides of roads in localities where shade would prevent the proper drying of the roads. Where there are permanent, hard-surfaced roads, trees could be planted on both sides.

J. R. Simmons, secretary of the New York State Forestry Association, Syracuse, N. Y., of which Col. Robert M. Thompson, New York City, is president, and Elihu Root, Morgan J. O'Brien, Dr. George G. Atwood and others are vice-presidents, heartily indorses the project and pledges the support of the Association to it. He expresses special interest in Mr. Bley's proposition of a Shade Tree Association.

G. B. MacDonald, professor of forestry, Iowa State College, Ames, Ia., said recently that consideration would be given to a proposition to include in a reforestation bill enlargement of scope to include roadside planting.

John W. Keller, chief, Bureau of Silviculture, Pennsylvania Department of Forestry, Harrisburg, Pa., suggests some changes in the legislative bill proposed by Mr. Bley and published at page 113 of the May issue of the *American Nurseryman*. He thinks "forest and edible nut-bearing trees" should be changed to "forest, nut and shade trees," so as to include such trees as Norway maple and Oriental plane. He does not think it advisable to plant "on all public roadsides" at this time; planting should follow permanent road construction and should not be done when future road improvement will endanger the trees. If telephone and telegraph companies have the right to thin trees, it will be necessary to repeal measures giving such permission before this act can be put into effect. The law officer of Mr. Keller's department thinks the fruit growing on trees in highways belongs not to the adjacent property owner, but to any person so long as the trees are not injured in getting it. Experience in Pennsylvania where extensive roadside planting has been done, shows that the cost of this tree-planting and overhead charges will amount approximately to \$10 per tree. \$25,000 will plant only 2500 trees, or about twelve miles of highway. Provision for appropriation should be made accordingly.

One of the most ardent and consistent supporters of the movement for roadside tree planting, is George B. Sudworth, dendrologist, U. S. Department of Agriculture, Washington, D. C. Like other clear-sighted advocates, he realizes that strong opposition is to be expected. This has been manifested in the case of the legislative bill pro-

(Continued on page 32)

Pacific Coast Association of Nurserymen in Convention

Nineteenth Annual Meeting at Seattle Sets a Pace for the Nurserymen of the Entire Country--- Review of the Last Year's Work Under a Plan for a Board of Trustees, Service Bureau and Executive Secretary Delights the Membership--- Constructive Work of Great Significance.

THE TRADE MARK IN USE FOR TEN YEARS AS REPRESENTING THE ASSOCIATION WILL BE CONTINUED --- MEMBERS PRODUCING "DEPENDABLE NURSERY PRODUCTS" MAY SO ANNOUNCE TO THE PUBLIC, AND, HAVING DONE SO, MUST MAKE GOOD OR BEAR THE CONSEQUENCES INDIVIDUALLY!

Every Member Must Sign a Membership Covenant, a Definite Form of Allegiance for Co-operation--- Seedling Stocks Are Kept in Hands of Nurserymen --- Association's Cost Accounting Analysis, as Published in the "American Nurseryman", a Revelation to Nurserymen --- Bureaus for the Activity of Those in Allied Vocations --- Henry Evarts Weed, President; The Other Officers.

The nineteenth annual convention of the Pacific Coast Association of Nurserymen, held at Seattle, July 12-14, had a larger representative attendance from all the Pacific Coast States than for several years past. One hundred were present at several of the sessions.

The plan instituted a year ago at Spokane, providing for a board of three trustees, a service bureau and an executive secretary was continued. The constructive work accomplished through the board was highly appreciated.

First, by means of the Membership Covenant, which all active members in good standing are required to sign there is provided a definite form of allegiance for co-operation; and, by means of this, the members, acting as a unit in expressing their wants, have established the policy of keeping the seedling stocks in the hands of regular Nurserymen. Fifteen leading seedling growers of the United States have announced they will sell seedling stocks to the trade only.

Second, the Cost Accounting Analysis was a revelation to many of the Nurserymen on the Pacific Coast who will be more careful to reduce production of unsalable stock in the future; and cost of production will become an active factor in solving the market price problem.

Third, the Trade Mark which has been in use for the past ten years as representing the Association through the secretary's office, and slightly modified during the past year, will be continued.

The individual members will discontinue using a trade mark indicating they are members of the Association, as that matter does not concern their business with the public; but it is the privilege of member Nurserymen who produce "Dependable Nursery Products," to make that fact known; and, if they so announce, must make good or bear consequences individually.

Fourth, the work of the Pacific Coast Association of Nurserymen will assume a larger scope of endeavor in the future. The Board of Trustees will adopt a plan providing for various Bureaus for the activity of those identified in allied vocations, as florists, landscape architects, and gardeners, quarantine officers and fruit inspectors and officials of fruit growers organizations.

The officers elected for the ensuing year are:

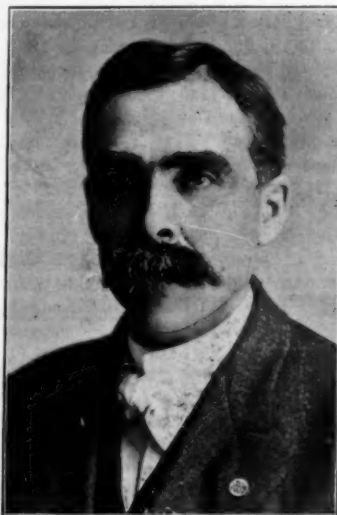
President—Henry Evarts Weed, Beaverton, Oregon.

Vice-Presidents—F. W. May, Yakima, Wash.; C. D. Hobbs, Milton, Ore.; Carl E. Wright, Kimberly, Idaho; A. W. Wagner,

Pasadena, Calif.; Frank Walton, Salt Lake City, Utah; Richard Layritz, Victoria, B. C.

Trustees—J. J. Brownell, Seattle, Wash.; S. A. Miller, Milton, Ore.; F. A. Wiggins, Yakima, Wash.

C. A. TONNESON,
Burton, Wash. Executive Secretary.



C. A. TONNESON, Burton, Wash.
Executive Secretary Pacific Coast Assn. of Nurserymen

Roadside Tree-Planting

(Continued from Page 31)

posed by Mr. Bley. But Mr. Sudworth strongly urges continuous effort, since it is necessary to keep so important a public movement going. It took twelve years to get a law establishing the Federal Horticultural Board, which producing Nurserymen are now supporting, though plant commission men still oppose it.

"There can be no question," says Mr. Sudworth, "that roadside tree planting is desirable; and some day it will prevail."

Petty objections will of course delay progress. The remedy is believed to lie in efficient publicity. In some sections of the country, doubtless, no argument is needed. The people of those sections are ready for such a measure. Opposition in other sections, like the East abounding in tree growth, must be overcome by diligent enlightenment.

Nurserymen have been slow to express opinion or interest in the subject thus far. It is a subject which contemplates the use of one hundred million trees. That sounds

like a subject of interest to producers of trees. George C. Perkins, president of Jackson & Perkins Company, Newark, N. Y., in reply to a query, says the movement is certainly a very commendable one. In consideration of the proposition to plant 88,000 miles of trees, Mr. Perkins suggests that the matter be postponed at least two years, for the cost at the present time would be almost prohibitive, he fears. There are no "surpluses" in Nurseries at the present time, and regular trade is likely to clean up everything available pretty closely. If the project should go through, the Nurseries could, in a short time, prepare for it and have the stock available. Mr. Perkins doubts the efficiency or economy of provision of the trees by the state. He suggests that sentiment for the project might be attained through farm bureau officials.

The directors of the Bureau of Good Roads, U. S. Dept. of Agriculture, and the Forest Service have been working together lately to correlate the work of the Forest Service in stimulating rational tree planting along the highways.

Sows Cants; Reaps Cukes

The Merry War in Arkansas—An Idyll of "the Simple Life"

An Associated Press despatch from Little Rock, Ark., July 21st, tells a wonderful tale of misplaced confidence and a farmer's big surprise:

Earl Rhodes, a Stuttgart farmer who aspired only to be a modest grower of cantaloupes, suddenly has had thrust upon him the title of "Cucumber King of Arkansas" all because the seed man got his labels mixed and sold him pickle material instead of Rockyfords.

Mr. Rhodes has appealed to Jim G. Ferguson, state commissioner of mines, manufacturers and agriculture, for advice in handling his unexpected crop, for he has acres and acres of as fine and bumpy little cucumbers as ever were picked out for the famous 57 varieties.

"I have planted several acres of cucumbers thinking they were cantaloupes," writes Mr. Rhodes. "The seed man sold me the wrong kind of seed. How can I put them up as sweet pickles, dill pickles and sour pickles to sell to the stores on a large scale? Give me this information at once. We can't use all of these cucumbers ourselves."

"Commissioner Ferguson has supplied Mr. Rhodes with information that may enable him to turn defeat into victory, for there is equally as good profit in pickles as there is in cantaloupes. Farmers' Bulletin No. 1159, issued by the United States Department of Agriculture, gives specific directions for handling cucumbers through the pickling process and with its help Mr. Rhodes will be able, if he can find bottles and barrels enough, to save cucumbers and sell them at a good price.

Nursery Stock Investigations of the Department of Agriculture

By L. B. Scott, to the American Ass'n. of Nurserymen,---Chicago, Ill., June 22, 1921

Mr. President and members of the American Association of Nurserymen, I am indeed glad of this opportunity of meeting with you at your annual convention. While I have had the pleasure of meeting many of you at your nurseries, I am glad of this opportunity of renewing old acquaintances and also meeting new ones. May I say to those of you whose places I have not yet visited, I trust that some time during the course of our investigations I may have that pleasure.

The subject which has been assigned to me by your Secretary, The Raising of Fruit Tree Seedlings in America is, I believe, more or less of a tentative one, as he stated in his letter he assumed I would want to place special emphasis on the Nursery Stock Investigations we have undertaken this year in the Federal Department of Agriculture. With your permission I would like to develop my remarks along this line and also with the apology that as our work is so new, I will simply be able to outline very briefly a few of the things we have started.

A great deal has been said in your Nursery Conventions regarding Federal Horticultural Board Quarantine Order No. 37. Regardless of your own individual opinions regarding this order, it was nevertheless, as a direct outgrowth of this order, and partially through the efforts of members of this Association, that a special item of \$20,000 for Nursery Stock Investigations was secured for the Federal Department of Agriculture, for the present fiscal year. The same amount is carried in the regular for the fiscal year beginning July 1, 1921.

Now a word regarding the administrative handling of this work:

The Office of Foreign Seed and Plant Introduction of the U. S. Department of Agriculture is interested in the general subject of introducing rare varieties of plants which may be suited to growth in the United States. So a small portion of this money goes to that office to be spent entirely in strictly plant introduction features of the stock work. Dr. Galloway, I believe, who met with you last year, told you something of the nature of the work they were carrying on in co-operation with Prof. F. R. Reimer of the Southern Oregon Experiment Station at Talent, Oregon, in introducing different species and varieties of oriental pears which give promise as stocks.

The bulk of the appropriation this year, \$15,000.00 to be exact, goes to the office of Horticultural and Pomological Investigations. This office is primarily interested in the whole question of improving the character of stocks now being used, either by (1) methods of handling, (2) by a better selection of seedling types, or (3) by developing practical methods of vegetatively propagating root stocks.

I was brought back into the Department on February 1, of this year, after a year's absence in commercial work, and placed in charge of the Nursery Stock Investigations project. Associated with me in this work is Mr. G. E. Yerkes, a graduate of the Kansas Agricultural College, who formerly worked with one of the large nurseries in Kansas; afterwards was in business for himself. He is a good propagator and knows how to raise trees. All of the experimental work we are carrying on this year is located at our little nursery consisting of only a few acres at Bell, Maryland.

Prior to my return to the Department, the project was directed personally by Prof. L. C. Corbett, the head of the office

of Horticultural and Pomological Investigations.

Last summer Prof. Corbett visited England, Holland and France and secured some first-hand information regarding nursery practices in those countries.

It seemed advisable that before we started on any extended work in the Department it would be well for me to visit many of the important nursery centers of the country. I therefore spent part of February in Pennsylvania, New Jersey and New York, and on March 6 left on an extended field trip which has taken me through the Carolinas, Florida, Alabama, Tennessee, Texas, Arizona, California, Oregon, Washington, Minnesota, Kansas, Iowa, Illinois, Indiana, Michigan and Ohio. I hope later to visit northern New York and the New England States. The purpose of this trip may be said to have been fourfold.

(1) To secure information regarding the suitability and adaptability of different sections of the country to the raising of nursery stocks.

(2) To find out what amount, if any, of experimental propagation the nurserymen, themselves, are doing;

(3) To find out the attitude of the nurserymen regarding the Nursery Stock Investigations of the U. S. Department of Agriculture, and more important than all of the preceding;

(4) To attempt to determine what are a few of the most important or outstanding stock problems in the different sections so that this information could be used as a basis for planning our future work.

Taking these points up in order, there is no doubt in my mind but that our fruit tree stocks can be raised in this country. This was demonstrated quite well in the case of apple stocks last year, when in addition to seedlings from Kansas, seedlings were also raised in Washington, Minnesota, Iowa and Pennsylvania. May I say that we are growing blocks of apple seedlings from all of these sections so that we can study the comparative growth of the seedlings, the vigor of the roots and other characters. We hope to continue this phase of the work for several years.

There is no question in my mind but that we can raise stocks in this country. It seems to me the thing for us to center our attack on is the producing of a better stock than we have been in the habit of importing.

I am pleased to state that a good many nurserymen are experimenting in different forms of propagation. A typical example is Mr. J. H. Skinner of Topeka, Kans., a grower of apple seedlings of long experience who has demonstrated conclusively that certain plum varieties can be propagated easily by layering and is now experimenting with apples and quinces. Everywhere I have found the nurserymen very frank to discuss what they were doing. Not one greeted me with the old bugaboo of "Trade Secret."

As I have indicated, the attitude of the nurserymen towards the Department investigations is very friendly. As an example of the close co-operation between this Association and the Department, your President some time ago appointed an Advisory Committee from this Association to confer with the departmental project leader from time to time. The Committee includes J. H. Skinner, Topeka, Kans., Chairman; H. H. Hume, Glen Saint Mary, Fla.; Robert Chase, Chase, Ala.; Tom Rogers, Winfield, Kans.; Homer Reed, Louisiana, Mo.; Thos. Wiggins, Toppensish, Wash.; and J. F. Jones, Lancaster, Pa.

I feel very sure that this Committee will be able to offer suggestions and that they will also serve as the connecting link between the Department and the nurserymen of the country.

As a result of this trip, we are now confirmed in the idea which we had the first of the year and that is that one of the outstanding problems confronting the country is the improving of apple stocks.

In Wisconsin, Minnesota, northern Iowa, Nebraska and the Great Plains area a harder stock is desired. In the southern states and in fact all over the country a stock which is immune to woolly aphid, crown gall and hairy root is needed.

We therefore believe that with our present limited appropriation it will be better for us to confine the bulk of our work to apple stocks and keep in touch with the other fruit and ornamental stocks rather than attempt to spread over the entire field and probably accomplish nothing. I therefore wish to outline very briefly a few of the things we are trying to do with apples:

(1) As pointed out a while ago, we are securing definite information regarding the comparative growth of American seedlings from different sections of the United States and comparing them with French-grown stock.

(2) If the French Crab is the stock we want, then what variety? In order to settle the question, if possible, we are raising seedlings from a number of named French Crab varieties.

(3) Last year Prof. Corbett and Mr. Yerkes raised a number of open pollinated seedlings from 20 or more commercial varieties of apples. The difference in the behavior of these seedlings, their susceptibility and resistance to crown gall and hairy root was very marked. In fact the results were so striking that we have extended the work this year on a much longer basis and are including both open-pollinated and self-pollinated seedlings of a number of varieties.

Seedlings of many of the southern varieties should be given a thorough test and if one is found with outstanding characteristics, a mother orchard can be developed from it. This phase of the work represents a life time proposition, but it must be carried on.

Next comes the question of vegetative propagation of stocks. Of course you all know that the Garber and Kieffer and some other varieties of pear used to be propagated by hardwood cuttings and that quince is now being handled in this way by at least two firms, while others are propagating quince by layering. One firm experimented this year in raising Mahaleb from stool plants, another from hardwood cuttings under glass. I referred to Mr. Skinner's methods of layering with yearling trees.

Another method which we are particularly interested in is the propagation by root cuttings. We have had very good success using this method; lining out the cuttings in April. We only worked with French Crab, Vermont Crab and Minnesota Crab using cuttings made from seedling roots. With some we secured over 90 per cent of a stand. Probably the best results were secured with cuttings 2 to 3 inches long and 1/4 in. to 1/2 in. in diameter. I found that one nursery in the West had used this method when seedlings were high priced and have raised some of their budding stock for apples and pears from cuttings.

Another nursery in Minnesota has propagated a cherry variety by this method, so it is within the range of commercial possibility.

This fall we hope to visit a number of nurseries at digging time, and purchase a number of trees of 20 or more apple varieties preferably those which have been propagated by the short-stock-long-stem method of propagation and have developed their own roots along the graft and use these trees for our cutting studies. It is barely possible that this method of propagation by root cuttings may prove a practical way of propagating hardy varieties on their own roots. We may be able to report on this practice next year.

Do not misunderstand me that we are confining all of our activities to apples. We are giving our major attention to this stock, but we are also carrying on some propagating studies with cherry, plum and

(Continued on Page 40)

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Monthly by
AMERICAN FRUITS PUBLISHING CO. INC.
39 State Street, Rochester, N. Y.

Phone:—Stone 7832; Main 2802
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

| SUBSCRIPTION RATES | |
|---------------------------------|--------|
| One year, in advance | \$2.00 |
| To Foreign Countries and Canada | 2.50 |
| Single Copies | .30 |

Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., AUGUST, 1921

A NATION-WIDE MOVEMENT

Among the earnest, unpaid, agents working persistently in the interest of the public welfare and it would seem also directly in the interest of the Nursery Trade and the Nut Industry, are the advocates of roadside tree planting. C. F. Bley of Hamburg, N. Y., landscape architect, and William S. Linton, of Saginaw, Mich., of State and Federal Government activity and president of the Northern Nut Growers Association, are foremost in these ranks. Mr. Linton in Michigan and Mr. Bley in New York have prepared bills for legislative consideration having to do with this subject. The Michigan bill was published in the "American Nut Journal" and the New York bill was published in the May issue of the *American Nurseryman*. Both measures have elicited much interest in and out of the respective states. They have been the subject of discussion in state and Federal circles. The depth of the interest is shown by much correspondence regarding them and by sincere endeavor to propose changes which are thought desirable.

In this issue are presented expressions of opinion, which we believe will be of particular interest to our readers. They are the result of almost ceaseless activity, intelligently directed, by Mr. Bley, who while deeply concerned over the ultimate success of the movement in general, is nevertheless, open to conviction upon points raised in detail. Mr. Bley has made it very plain that he undertook this work in the belief that there is not now and had not been a nation-wide movement for roadside tree planting, and that he is in it for the success of the undertaking and not for personal glory. He is working along the same lines, to great extent, as is Mr. Linton whose idea is that when Michigan shall have adopted a roadside tree planting measure, which proves practical and satisfactory, it may serve as the model for a similar legislative measure in every state in the Union.

Mr. Bley is writing a second series of articles on the subject and expects to prepare a third series. Outside of certain publishers Mr. Bley seems to be the only one at present who is giving publicity to the cause. In his opinion no long established industry is capable of such great expansion as is the Nursery business. "If Nur-

serymen will turn their attention to the farmer," he says, "with proper publicity work, and offer them the incentive to start them looking at themselves, 'as others see them' the Nurserymen could almost double their output!"

If there is interest in the Nursery Trade regarding roadside tree planting, we would be glad to record it, pro or con. Outside of the trade there is much talk of planting 88,000 miles of trees; is this of interest to producers of trees?

EFFECTIVE PROPAGANDA

The result of the somewhat strenuous propaganda work—within as well as outside of A. A. N. circles—during the last fiscal year, was satisfactorily noted in the June round-up in Chicago. The obstacles in the way of complete success must be expected, as in all progressive endeavor; encouragement lies in seeing those obstacles removed or surmounted with the advance of time. Progress in very marked degree was recorded in the overwhelming sentiment at the Chicago convention this year for a determined stand against practices within the trade which have made it unsafe for concerns with high ideals to maintain membership in the organization.

Score one for the laying of the ghost of the days of the '70s and '80s which stalked so often in the guise of "Safe passage; no danger; there is no need for cleaning house!"

On the eve of the 1921 Convention of the A. A. N. the "American Nursery Trade Bulletin" (June 15, 1921) said editorially:

Educational Work Done

It is probable that the necessary educational work preceding house-cleaning in the American Nursery Trade has been done, and that all that remains is the actual enforcement of the provisions laid down by the American Association of Nurserymen. The trade ought now to be ready to proceed systematically under modern conditions and devote its attention to steady growth of business which will result from widely published assurance that the national organization will undertake the "regulation" of affairs which has heretofore been left to Congress, the State Legislatures and the entomologists.

In full compliance with the above prediction, witness the hand and seal of the Executive Committee of the A. A. N., a week later as the result of Convention deliberations:

Your Executive Committee recommends the continuation of a Vigilance Committee and urges that the Association continue to back this committee to the limit of its power, in order to carry out our determination to free the Association from undesirable members.

It is further recommended that each year the secretary be instructed to mail to each member a complete list of the Association membership, so that each member may report to the Executive Committee, through the Secretary, any member guilty of unscrupulous or fraudulent dealings.

And that's that. "That's it," as President Harding remarked as he laid down the pen

which proved mightier than the sword in a famous international episode.

NOTHING TO PREVENT

The British Horticultural Trade Journal says:

"We want to press on with propaganda work and render all the help possible to every movement that has as its object the encouragement of gardening as a hobby. There is an extraordinary wave of excitement over every form of sport which some who stand aside and watch say is developing into a mania. That all absorbing interest in sports has been aroused and stimulated by propaganda in the Press. By just similar means, Horticulture could be pushed to the fore, and there are as many people who need and would benefit by the peaceful and restful recreation of garden enjoyment as have been induced to battle for standing room at sports gatherings. Horticulture must get itself boomed!"

That's what some of us on this side have been talking for four or five years. The little stir made by the American Association of Nurserymen with a few thousand dollars produced remarkable results.

There's nothing to prevent a district Nursery Trade Association from taking up the work where the A. A. N. left off, nor from operating under a Trade Mark if it wishes!

NOT FAR IN ADVANCE OF THE TIMES

The tireless energy of Secretary Mitchell, of the Mitchell Nursery Co., Tacoma, Wash., in an endeavor to enlist the co-operation of Nurserymen generally in promotion work for increased use of Nursery stock, has resulted in interesting correspondence which is presented in this issue of the *American Nurseryman*. Incidentally the policy of the Pacific Coast Association of Nurserymen is outlined. Our readers will be surprised by the statement that the American Association of Nurserymen undertook a promotion and publicity campaign last year "with disastrous results."

A copy of Chairman Pyle's printed report of the undertaking by the American Association of Nurserymen—a booklet of 55 pages—should be hurried under special delivery to the archives of the Pacific Coast Association of Nurserymen. It should be accompanied by a printed report of the result of the first year's undertaking of this work by the American Association of Nurserymen, reading as follows:

The convention hall rang with applause by the members of the A. A. N. when the results were detailed. Member after member arose to get the attention of the presiding officer to say that it was a remarkable thing—a wonder—an eyeopener as to the possibilities of the future—that so great results had been accomplished in so short a time with comparatively little money.

Congratulations were showered upon committee and officers.

Highest praise was accorded the administration for the results accomplished.

The practically unanimous voice of the Association at the convention was: "Do it again."

Perhaps the fact that the executive offices of the Pacific Coast Association of Nurserymen and the American Association of Nurserymen, one on the Pacific and the other on the Atlantic coast, about as far apart as they could be in this country, and the distractions of Reconstruction times, account for some misapprehension of just what the A. A. N. Market Development bureau has been doing in the way of promotion and publicity work. Apparently,

although display advertisements were run in twenty-one leading publications of national and district distribution, aggregating a circulation of 6,067,045, copies, and a dozen practical articles on planting of Nursery stock were published as propaganda in hundreds of newspapers in thirty-seven states, there are some still to be reached. The needs of the Pacific Coast are respectfully referred to the A. A. N. Market Development Committee; for we note that that section was not specifically covered in the early stages of the work, though it might be thought that such publications as the Country Gentleman and the Farm Journal would extend that far. The work of course is in its infancy. It would appear, however, that a splendid start has been made.

Where an impression has been gained that this work has been undertaken with disastrous results, it will be a surprise to learn that for the third year the American Association of Nurserymen, in convention assembled, provided for a continuation of promotion and publicity work, thus giving such work its official indorsement, its members earnestly reaching out for a slogan which should inculcate in the public mind a desire for the beautification of the country in still greater measure through the use of Trees and Plants.

AND THEY SAID IT COULDN'T BE DONE!

Less than Thirty Days after the American Association of Nurserymen, in annual convention in Chicago, shelved its Trade Mark and dismissed its Executive Secretary, the Pacific Coast Association of Nurserymen, in annual convention in Seattle, arranged for the continuation of its Trade Mark of Ten Years standing, with the provision that member Nurserymen who produce "DEPENDABLE NURSERY PRODUCTS" may announce that fact to the public; and, having done so, must make good or bear the consequences individually!

Exactly what the American Association of Nurserymen declared by majority vote in June 1921 was impracticable, after declaring by majority vote in June 1920 that it was the very thing to do!

The Pacific Coast Association of Nurserymen last month in Seattle enthusiastically and gratefully retained the services of its able, experienced and resourceful Executive Secretary, with a record of three decades in the Nursery Business. The American Association in June in Chicago unceremoniously released from service its able, experienced and resourceful Executive Secretary, with a record of three decades in the Nursery Business! Both men are ideal officers for the exacting position of Executive Secretary.

The action of the two Associations is a remarkable commentary on what this journal was pleased to call "Relation to the General or Individual Gauge" (Page 137, second column, June issue); (also Page 63, first column, March issue).

The acumen of the members of the Pacific Coast Association, with an eye single for the advancement of the industry in general, stands out clearly in every phase of the practical results of their deliberations.

Real Progress was made. There was no fear and trembling, no solicitude, no doubt about the future, no need for a reassuring voice, "There will be no backward step." On the contrary, there was enthusiastic, joyous co-operation in the Forward Movement. "The constructive work accomplished was highly appreciated," reads our report of the proceedings.

And every member in GOOD STANDING in the Pacific Coast Association must sign on the dotted line, as the Membership Covenant is displayed before him! If he announces that he produces DEPENDABLE NURSERY PRODUCTS, he must make good or suffer the consequences!

For a Nurseryman to announce that he produces TRUSTWORTHY TREES AND PLANTS and then be obliged to make good was declared in Chicago convention to be impracticable!!!

The Pacific Coast Association, through its Board of Trustees, plans a larger scope of endeavor, by providing for various Bureaus for the activity of those in allied vocations. In Chicago the constitutional provision regarding associate members was overridden; in Seattle added provision for the activities of associate members was made.

WHAT THIS JOURNAL HAS SAID SHOULD BE DONE HAS BEEN DONE. That's Real Progress—and we're thankful. The record stands.

FEDERAL PROPAGATION WORK

A summary of the remarks at the June

MARKET DEVELOPMENT COMMITTEE PLANS WELL UNDER WAY

Immediately after the A. A. N. convention in Chicago there was a meeting of the Executive Committee, at which the plan of the Market Development Committee for the coming year was one of the chief subjects under discussion. Carrying out the wish of the Convention, the main work to be undertaken this year will be the distribution of "Reader" Articles to the weekly and daily press.

As the plan of the committee has been worked out so far it will be possible to cover some 3,000 newspapers, distributed over the country.

To make sure that the articles to be distributed will be timed in such a way as to be of the most help both to readers and Nurserymen, the country will be "zoned", and each zone will be handled as a separate unit. Before being sent out the articles will be sent to some leading Nurseryman or Nurserymen in each section, for their approval of varieties recommended, planting dates suggested, and other matters of sectional character.

At the meeting in Chicago it was suggested by the president of one of the largest agency concerns of the country that their agents could make very good use of just such articles as were to be sent to the newspapers. He pointed out that an agent could generally get a local newspaper to run some timely material; and also that prospective buyers often wanted information on some special class of trees or plants, and that these newspaper arti-

cles, if they could be printed cheaply enough, would provide just the material needed for this purpose. It is the plan of the committee to send out to every member of the Association a sample set of these articles as soon as they are prepared, and to make arrangements for supplying as many additional copies as may be wanted. The cost of printing will be very low, as they will already be in type for newspaper use. With very slight additional cost the name, or imprint of individual firms could be put on the articles which they plan to distribute themselves.

Grape growers were the luckiest of any class of Ohio farmers last year. They, with maple sugar producers, were the only ones receiving prices for their products exceeding those of the year before. Total yield in Ohio for 1920 is estimated at 44,600,000 pounds, valued at \$3,350,000. Farmers received on an average of \$140 a ton for the grapes.

10,000 for Propaganda in Missouri—Horticulture in Missouri needs a boost. The 1921 Legislature appropriated \$10,000 for promotional work in the interest of the planting of fruit trees and cane fruits. The item is appropriated to the State Board of Horticulture for the use of the Horticultural Society, and this new work will soon begin.

At the ending of the year 1909 Missouri had 14,359,673 bearing apple trees. On December 31, 1919, there were only 5,162,859 bearing apple trees, or only 36 per cent of ten years ago, a loss of 64 per cent.

At the ending of 1919 Missouri had 6,588,034 peach trees of bearing age, and ten years later, on December 31, 1919, there were only 2,356,925 peach trees, or practically the same percentage of loss as on apple trees.

It has also been suggested that both agency and catalogue houses can make use of these articles in their correspondence, in answering questions about planting and care when more detailed information than is generally given in catalogues, is wanted by customer.

The Market Development Committee (of which Mr. F. F. Rockwell of Bridgeton is chairman) is now at work making up lists of newspapers to which these articles will be sent out during this fall and next spring.

IF YOU have any papers in your selling territory which you would like to have used with these articles be sure to send in a list of such papers AT ONCE.

This service, remember, does not cost you a cent, and gives you an opportunity of getting benefit of direct local publicity where and when it will do most good. Send in your list of newspapers (giving name of editor whenever possible.) Address Mr. F. F. Rockwell, Bridgeton, N. J.

This service, remember, does not cost you a cent, and gives you an opportunity of getting benefit of direct local publicity where and when it will do most good. Send in your list of newspapers (giving name of editor whenever possible.) Address Mr. F. F. Rockwell, Bridgeton, N. J.

This service, remember, does not cost you a cent, and gives you an opportunity of getting benefit of direct local publicity where and when it will do most good. Send in your list of newspapers (giving name of editor whenever possible.) Address Mr. F. F. Rockwell, Bridgeton, N. J.

The Round Table

Nurserymen Ready to Provide Trees for Roadside at a Fair Price

Editor American Nurseryman:

The planting of roadside trees is a movement of particular interest to Nurserymen and I am pleased that you are taking up in your columns a subject of such great importance. It is also a movement of much importance to the general public because, certainly, the planting of roadside trees would be a very important factor in making America a more beautiful land in which to live. In addition to their aesthetic value, trees planted in such quantities would have a practical value from the point of conservation as well.

To be sure there are some obstacles to be overcome, but I believe that the public could soon be educated to the real advantages there would be to our citizens generally if shade trees were more generally planted along our public highways.

The farmers used to object to stone roads and there may still be communities where such improvements are not looked upon favorably, but most of our rural population quickly realized the great advantage it was to a community to have the improved highway. I see no reason why the same situation does not apply to the planting of roadside trees.

As a Nurseryman, though, I can not help but notice the tendency which seems quite apparent in the articles appearing in the May number of the *American Nurseryman*. The same thought seems to have crept in here which is already too prevalent, namely that trees just grow and that there is little or no cost attached to their production.

One writer I notice suggests that there might be Nurserymen who would be patriotic enough to supply without cost at least a goodly number of trees for planting in their state, or at least supply them at a very low cost, probably just covering the actual outlay.

As this movement will be of such an advantage to the public, why is not the Nurseryman who helps very materially to make it possible, entitled to a just reward, commensurate with the service which he renders? I see no more reason why a Nurseryman should supply the trees gratis than a Construction Company should furnish the stone, free of charge which is used in making our improved Highways. Do the Steel Companies contribute the structural steel for building our bridges?

In the proposed legislative act as outlined on the same page, provision is made for a deputy to be appointed to look after the planting and maintenance of such roadside trees. By way of comparison it is interesting to note that Section 8 of this act states that the Deputy employed to render this service should be employed at the rate of \$5,000 per annum.

It is not very encouraging to the Nursery industry to see positions of this kind paying such salaries while the Nurserymen are expected to do their work for the glory there is in it. If our industry is going to attract and hold the type of man it needs, then the product we produce must be sold at a price that will allow a just profit.

Let's encourage the planting of roadside trees and do all we can to make America more beautiful, but at the same time create a market for our product.

FLOYD S. PLATT.

Morrisville, Pa.

New York Roadside Planting

In a recent letter to J. Coryell, county agent leader, Ithaca, N. Y., C. F. Bley, Hamburg, N. Y., said in reference to prospect of legislative action on roadside tree planting by the State of New York:

Frankly, I must confess that your conclusions or rather surmises coincide with those certain other friends of the cause, and I admit that they are based on a real promise—that of His Excellency's announced policy of retrenchment in public expenditures.

However, as we cannot be sure that the same policy will not prevail next year, and possibly the year after, and inasmuch as there are several cogent reasons why the project should be undertaken, or put in motion so to speak, with the least possible delay. I have in mind, first, the fact that there is no available surplus of forest trees of Nursery size, and that it requires at least four years to grow such trees from seed to a suitable size, and that, further, no large appropriation—if any—should be necessary to place contracts for the growing of the required stock; second, that roads now to be built and roads contemplated should be laid out and prepared with a view to such plan; third, that because hundreds if not thousands of noble roadside trees are annually sacrificed to the greed of the nominal—not real—owner, we should speedily enact legislation providing that all forest trees now or hereafter standing within the legal road boundaries belong to the public; fourth, that no matter how propitious the prospect might be, such bill would fail the first time passage were attempted, after a year or more as well as now; and, lastly that, as my friends—friends of the cause—urge and believe a vast amount of educational and publicity work will needs be done.

As to the opposition of the farmer, I will grant there will be opposition, but if the cause is just and desirable such opposition must and will be met and overcome. I believe we could put a coterie of capable authorities before the proper committee at

MOUNT ARBOR NURSERIES

E. S. WELCH, PRESIDENT

125 Center St.

Shenandoah, Iowa

OUR SPECIALTY

A large assortment of high quality nursery stock for

THE WHOLESALE TRADE

FOR FALL 1921—SPRING 1922

A complete line of Fruits and Ornamentals

ROSES

Baby Ramblers, Climbing, Hybrid Perpetual, Tea and Rugosas

FRUIT TREE STOCKS

American Grown—Apple, Japan Pear and Americana Plum.

French Grown—Apple, Mahaleb, Mazarin, Myrobalan, Pear

ROSE STOCKS

Manetti and Multiflora.

FOREST TREE SEEDLINGS
CALIFORNIA PEACH PITS

We take this opportunity to thank our many customers for past trade favors, and shall hope to merit your future trade.

HILL'S CHOICE EVERGREENS

Fall 1921 — Spring 1922

A FEW LEADERS



| | | 100 | 1000 |
|----------------------|----------|--------|---------|
| Juniperus Canadensis | o 4-6 | \$8.00 | \$70.00 |
| " " " " " " | x 6-8 | 9.00 | 80.00 |
| " " " " " " | xx 10-12 | 30.00 | ... |
| " " " " " " | o 6-8 | 4.50 | 25.00 |
| " " " " " " | xx 12-18 | 20.00 | 130.00 |
| " " " " " " | xx 18-24 | 25.00 | 225.00 |
| Picea Excelsa | o 6-8 | 3.25 | 20.00 |
| " " " " " " | x 8-10 | 3.75 | 25.00 |
| " " " " " " | xx 12-18 | 12.00 | 110.00 |
| " " " " " " | xx 18-24 | 20.00 | 190.00 |
| Pinus Mugho | x 6-8 | 15.00 | ... |
| " " " " " " | xx 8-10 | 35.00 | ... |
| Thuja Occidentalis | x 6-8 | 3.00 | 18.00 |
| " " " " " " | xx 12-18 | 15.00 | 140.00 |
| " " " " " " | xx 18-24 | 20.00 | 190.00 |
| Tsuga Canadensis | x 6-8 | 13.50 | 125.00 |
| " " " " " " | x 8-10 | 15.00 | 140.00 |

o—Indicates never transplanted. Suitable for bedding out.
Each x—indicates one transplanting.

SEND FOR COMPLETE TRADE LIST

The D. Hill Nursery Co., Box 402 Dundee, Illinois.
Evergreen Specialists—Largest Growers in America

PRESERVE YOUR FILES

If you have not been in the habit of preserving in consecutive order your copies of the *American Nurseryman*, permit us to suggest the advisability of doing so, commencing with the January issue this year. Such a file of a Trade Journal of this character will often prove invaluable for reference.

a third of last year's huge production, but last year apples were so plentiful and barrels were so high priced that about a fifth of the apple crop was never harvested and some apples that were stored all winter were dumped out this spring because they could not be sold for what the barrels were Albany that could and would make the farmers' opposition look like the proverbial "thirty cents."

I might add what belonged to a former paragraph, that with the introduction of a bill the daily and farm newspapers might well be expected to take up the matter. We will be glad to have our opponents come out in the open, and will welcome the opportunity to meet them.

Again, highway authorities of Sacramento, California, tell me that farmers look with favor upon roadside tree planting in that state.

Remember that any and all big public movements as well as new private enterprises, in the past have been at first opposed. Let us go back to the motor vehicle. I well remember how enraged the farmer—I was a farmer then—became at the seeming audacity of those who would endanger the lives of farmers, and their wives and children, by driving such things over the road; how is it today? They would not go back to those days for a fortune! When "good roads" were first built, farmers declared they were intended for "the wealthy automobile owner." Was the opposition right?

May I not trust that you will go over the above several points and report as promptly as previously.

P. S.—I shall be pleased to hear from the Landscape Art Department, and I wish especially to thank you for referring proposed law to that department.

C. F. BLEY.

Hamburg, N. Y.

Winter Injury to Peaches

Peach growers in several sections of Georgia have lost a considerable number of their peach trees—especially the young trees—during the past five years. The trouble is indicated by slightly shrunken bark on parts of the trunk of the tree, sometimes near the crown and sometimes well up towards the crotch and one or more limbs dying. Occasionally the entire tree dies at once, but usually they go out a few limbs at the time. This trouble is thought to be caused by warm sunshine on the trunk of the tree while the cambium is in a frozen or semi-frozen condition. Such injuries are almost always found on the south or east side of the tree trunk, thus giving evidence that the trouble is sun-scald even though it is "Winter Injury." When the cells of the cambium are injured by such unfavorable weather conditions, decaying organisms are likely to enter and the trees may die the following spring or even a year or two later.

The Georgia State Horticultural Society meets in Macon, Aug. 17 to 20, and we wish a general discussion of this subject. It is therefore desired that peach growers in general attend this meeting and present their observations and methods of handling this type of peach tree trouble. In the meantime we wish each peach grower would write us to what extent this trouble has been found in his orchard and if any remedial measures have been found. We would like to know also if some varieties are more susceptible than others, and if the type and elevation are factors of consideration.

H. P. STUCKEY,
Director, Experiment, Georgia.

J. Edward Moon, it is announced, joined with Samuel S. Pennock, of Philadelphia, in representing the United States at the Rose Show in Paris, France, last month.

Wanted

5000 Barberry Thunbergii, 2 to 3 ft.
2000 California Privet, 3 to 4 ft.
500 Hydrangea paniculata Grandiflora, 2 to 3 ft.
500 Hydrangea arborescens, 3 to 4 ft.
2000 Roses, assorted, 1 and 2 yr. old.

D. T. McCarthy & Sons,
Lockport, N. Y.

PEONIES:

We are offering a large assortment of Peonies and Hardy Perennial Plants for shipment during the Fall of 1921.

We would be pleased to mail a copy of our special trade list.

ARTHUR BRYANT & SON
Bryant's Nurseries, Princeton, Ill.

La Bars Rhododendron Nursery COLLECTORS and GROWERS

Collectors from mountains of North Carolina, Va., West Va., and Penna., specializing in native Rhododendron, Kalmia and Azalea. Less carload orders distributed from Stroudsburg, Nursery grown R. Maximum, R. Catawbiense, R. Carolinianum and R. Minus, Kalmia, native Azalea, in various sizes at Stroudsburg. Write us regarding your fall requirements.

STROUDSBURG, PA. (D. L. & W. R. R.)

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOR NORTH AND VULGARIS,
Privet. EARLY HARVEST B. B.
Root grown. BUNGEII 2 and 3 year
heads. SHADE TREES. Large stock
all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited.

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2½ to 4 inches.
Nice block of transplanted American Elm
1½ to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio.

When writing to advertisers just mention
American Nurseryman.

Courses of Nursery Training in Colleges

Are planned as the result of American Association of Nurserymen activity. A Committee on Nursery Training, of that Association, is co-operating directly with Agricultural Colleges in the establishment of such courses. Detailed information may be obtained by an applicant for such training by addressing the executive office of the Association, Louisiana, Mo.

COMMITTEE: { ALVIN E. NELSON, Chairman, 940 Marquette Bldg., Chicago, Ill.
HENRY HICKS, Westbury, N. Y. THEODORE BORST, Boston, Mass.
RALPH T. OLCOTT, N. Y. Rochester.

LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England.
Evergreen and deciduous trees.
Sturdy, choice stock that can be depended upon.
Send for Trade List.

Finest of Shrubs. Hardy native and hybrid Rhododendrons—transplanted and acclimated. Strong field-grown Perennials in great variety.

THE BAY STATE NURSERIES

NORTH ABINGTON, MASS.

SCARFF'S NURSERY

HEADQUARTERS
FOR

SMALL FRUIT PLANTS and LINING OUT STOCK
We offer for fall, 1921, a good assortment of following stock and, will be pleased to submit prices on your want list
Strawberries, Raspberries, Blackberries, Dewberries, Currants, Gooseberry Layers, Grape Vines, Iris, Privet, Spirea, Hardwood Cuttings, Veiga Poplar, Barberry Seedlings, Calycanthus Seedlings, Althea Seedlings, Asparagus, Horseradish, Rhubarb.
See wholesale list before placing your order.
W. N. SCARFF & SON
NEW CARLISLE, OHIO
"At it 25 Years."

1400 ACRES.

Make Yearly Contracts Now
For Trade Publicity in

American Nurseryman
American Nursery Trade Bulletin

A More Beautiful, Fruitful America

PLANT TREES AND SHRUBS

American Fruits Publishing Co., Rochester, N.Y.

The Committee Flower
Tacoma, Wash., June 7, 1921.

We would like to call the attention of the American Association of Nurserymen and all the other associations of Nurserymen to the exceptionally good work that is being done by Jane Leslie Kift, Pa., a contributor to the Garden Magazine and other publications along the line of promotion and publicity for the Nurserymen. In the June number of the Garden Magazine this writer has an article, "Grow a Community Flower," and towards the close of the article says, "Think of the wealth of flowers we might have, and the pitiful few we do have!" And further on, "Get some organization or group of people in your town together, choose a community flower, and then do all you can to popularize the idea. In other words help make the dream of "flowers, flowers everywhere," come true!

This is a sample of the constructive practical suggestions made by this writer during the past year or two in various magazines, and we cannot help but wonder how many Nurserymen saw the opportunities so plainly pointed out and determined to take advantage of them? Judging by past experience these valuable suggestions will pass unheeded by the majority of the Nurserymen in this country, alas and alas! We would suggest that the American Nurserymen's Association enlist the services of this practical enthusiast as a Moses to lead them out of the rut and show them the blue sky overhead once in a while. It

might be well worth while to give it a trial at any rate.

MITCHELL NURSERY CO.
M. G. Mitchell, Secy.

Promotion and Publicity
Tacoma, Washington, May 18, 1921.
F. H. Burtlehaus, President,
Pacific Coast Association of Nurserymen,
Sumner, Washington.

The enclosed letter from C. A. Tonneson, Executive Secretary of the Pacific Coast Association of Nurserymen, explains itself. After reading such a letter we cannot help but feel that we are training with the wrong crowd—that our place is with the automobile people, the talking machine, kodak people, the California Fruit Growers Association, etc. etc. However, we are inclined to think that the ideas and ideals of our worthy executive secretary will not prove to be the sentiments of the majority of the Nurserymen in the next few years, but that a progressive, up-to-date method of promotion and publicity for the Nursery business will be mapped out and prove as successful as similar methods have done in other lines. To our mind there is no reason why the Nursery business should be any different from any other line, as the same principles underlie each line of business, and only need to be varied to suit the requirements of the various lines of business. With thousands of "hopelessly shabby" towns and cities in this country, and literally millions of "houses and lots" where they should be "homes and gardens" it seems to us that even a blind man could see the opportunities in the Nursery business. Millions of these "houses and lots" are occupied by people who have been educated to the benefits and advantages of good furniture, sanitary plumbing, fine rugs and other luxuries while the exterior of their dwellings, or rather the grounds surrounding same, are either meagerly improved or else the planting is wretched and just as apt to be a detriment as an improvement. However, as stated before, we are incorrigible optimists and fully believe that ultimately the Nurserymen will find themselves and take their proper place in modern industry. Will be glad to have the benefit of your ideas when you get around to it.

MITCHELL NURSERY CO.
M. G. Mitchell, Secretary.

Secretary Tonneson in his communication to the Mitchell Nursery Company, referred to, remarks in regard to that com-

pany's ideas about promotion: "If your good intentions and energy were sufficient, you and all other Nursery firms would be on easy street in the village beautiful in short order. Mr. Tonneson continues:

As you say, there has been some talk about promotion and publicity campaigns and perhaps the only reason why it is not carried out is that successful Nurserymen have concluded from their past experience that it is impractical. The American Association undertook it last year with disastrous results.

Two illustrations to show why your ideas about Nursery promotion are erroneous. Having been over 30 years in the game I speak from experience.

First, city work. The city of Tacoma is generally recognized as the most beautiful on the Pacific Coast for homes, due primarily to the efforts of two men, E. P. Ferry and E. O. Schwagerl, who are responsible for the wide parkings and the layout of our beautiful parks. Every added year these influences have their good effects on proper selections and arrangements of home yards. The work of these two men was severely criticised when undertaken, but without publicity campaigns they persisted. A few years later came Mr. Roberts, who was a great promoter, gave some very good information or suggestions and urged everybody to plant. He came very nearly ruining Wright Park by over-planting with trees now being cut out. A considerable number of homes in Tacoma planted so profusely under his suggestions that their places are now more crowded with shrubs than they are attractive. The work of the two men affords enduring satisfaction, but not so with that of Mr. Roberts.

Second, regarding fruit stocks: About 20 years ago I undertook a publicity campaign for Nurserymen, as publisher of the Horticulturist. At one time there were 42 Nurserymen advertising and the results were phenomenal. Thousands of planters were putting out orchards. Quite a number who did not know much about the Nursery business, but were splendid promotion and publicity men, took up what they thought was good policy, to urge everybody who could obtain land to plant it to orchards. The result was that ten years later the fruit

OUR CALIFORNIA PRIVET

is making fine growth.

Let us know what you need *buy*.
Let us know what you need *sell*.

Keystone State Nurseries,
Beaver Falls, Pa.

ROSES, DOG BRIARS

FRUIT TREE STOCKS Etc.

At Lowest Prices

HUGO LOPAU, Pinneburg, Germany
Near Hamburg

CAL PRIVETS

Asparagus, Rhubarb, Cumb. Raspberry, Snyder
B. B. R. C., well-rooted, vigorous plants.
Peach in asst. Shade trees.

PRICES RIGHT

THE WESTMINSTER NURSERY, Westminster, Md.

WANTED:

An experienced man for
Shipping Department.

THE WAGNER PARK NURSERY CO.,
SIDNEY, OHIO

PEACH TREES

(Estimated Surplus)

On which Special Prices will be Quoted.

| Variety | 4-5' | 3-4' | 2-3' |
|---------------|------|------|------|
| Mayflower | 1200 | 1800 | |
| Victor | 200 | 400 | |
| Yel. Swan | 1150 | 1300 | 700 |
| Greensboro | | 700 | 1000 |
| Carman | 2400 | 1800 | 1200 |
| Hiley | 350 | 250 | 450 |
| Slappay | | 400 | 800 |
| Champion | 300 | 400 | 800 |
| Belle Ga. | 3600 | 2500 | 2500 |
| Chinese C. | 750 | 600 | 1300 |
| Elberta | 5500 | 4000 | 5500 |
| Lt. Crawford | 150 | 250 | 550 |
| Matthews | 300 | 400 | 900 |
| Greenville C. | 350 | 250 | 550 |
| Heath C. | 600 | 500 | 900 |
| Salway | 850 | 500 | 1000 |
| Wonderful | 300 | 300 | 500 |
| Levy Lt. | 150 | 150 | 350 |
| Stinson | 800 | 700 | 1300 |
| Billyeu | 600 | 300 | 500 |

Please submit list of your needs.

The Howard-Hickory Co.,
HICKORY, NORTH CAROLINA

Special for Fall

Cornus Elegantissima, 2-3 and 3-4 ft.

Also Shrubs and Herbaceous Plants
in good assortment.

T. R. NORMAN, Painesville, Ohio

TREES AND PLANTS

A full line of fruit trees in variety, and
small fruit plants, for delivery Fall of 1921.
Send us your want list.

BENEDICT NURSERY CO.

185 E 87th St. N., Portland, Oregon

Say you saw it in "American Nurseryman."

Good Seed Brings Forth Good Fruit

Plant your investment garden with Treasury Savings Securities, the reliable seed that is warranted to yield a bountiful crop of prosperity and contentment.

Good seed, like a good investment
requires very careful selection.

Avoid risk of loss by taking only the best.
When in doubt buy TREASURY SAVINGS SECURITIES
in denominations from 25 cents to \$1,000.

On sale at your Post Office or your bank.

Government Loan Organization
120 Broadway

Second Federal Reserve District
New York City

crops of the Pacific Northwest glutted the markets and in many cases prices did not pay for picking. A considerable number of people who had waited years for their orchards to come into bearing lost their places for lack of remuneration. The fact had been overlooked that facilities for handling and market development must be enlarged as fruit crops increase and the development of a fruit industry should be on a gradually increasing scale in order that fair play and enduring satisfaction may result.

To keep cities clean from tin cans and other rubbish and to advertise their beauty are matters that local civic organizations should look after and not the Pacific Coast Association of Nurserymen which is an interstate body.

Standardizing our products is one of our duties already being done. Thousands of roots for Italian prunes were not grafted last spring when discovered there was an over supply.

The policy of keeping seedling stocks in the hands of regular Nurserymen has been made an established rule of practice through our Association, one of the very important measures the American Association did not dare undertake.

The members of our Association have had two years in which they have made very fair and satisfactory profits and I am inclined to think they consider the Pacific Coast Association very much alive. Fair play is the essence of our ethical standard and enduring satisfaction the policy.

Nurserymen will continue to advertise, but there will be no promotion or exploitation of their business nor of the public on their account by this association in my opinion as the members have indicated.

The reply to Secretary Tonneson by Secretary Mitchell is as follows:

With all due regard and deference for your long experience in the nursery business our opinion is unchanged after reading your letter. That is, that the Nurserymen are not living up to their opportunities in creating a demand and market for their stock. It may be of interest to you to know that we have received numerous letters from prominent Nurserymen all over the country, expressing their approval of our ideas and ideals for the nursery business. Among others we have received letters from such men as J. Horace McFarland, John Watson, Ralph T. Olcott, editor of the American Nurseryman and a number of others, all expressing the opinion that the Nursery business is in the kindergarten stage as far as promotion and publicity is concerned. It may be true, as you state, that the attempt of the American Nurserymen's Association proved a failure last year and led to disastrous results, but this does not demonstrate that the underlying idea is wrong. The plan adopted may not have been practical, or it may not have been handled in the right way or by the right people. But we are confident as can be that sooner or later the various Nurserymen's associations, or some of the Nurserymen working individually, will evolve a promotion and publicity campaign that will be both practical and profitable. It may not come in your time or mine. It may be necessary for some of the older generation to pass on to their reward so as to give the younger generation a chance to put more advanced ideas into operation, but come it will, just as it has come in the marketing of many California fruit products and in all the nationally advertised commodities before the public today. And when it does come the result will be a far more "Fruitful and Beautiful America." The thousands of what our European visitors designate as "hopelessly shabby" towns and villages will have become places where life will be pleasanter and better in every way, where beauty will exert both a conscious and unconscious influence on the lives of the people for their betterment in every way.

We presume this matter will come up again at the coming Nurserymen's convention and we hope that at least a beginning will be made along the lines indicated in our previous letter. We might add that practically all the Nurserymen with whom we have had any correspond-

ence in this matter—and that is quite a number—have expressed a desire to see something of this kind given a trial. We are referring now to the members of the Pacific Coast Nurserymen's Association, and our correspondents include a number of the present and past officers of the association.

We appreciate the good work the Pacific Coast Association has done and hope that it will continue its line of advancement until it catches up with some of the other progressive and successful trade organizations in other lines.

MITCHELL NURSERY CO.
M. G. Mitchell, Secretary.

Tacoma, Washington, May 29, 1921.
Mr. H. E. Weed,
Beaverton, Oregon.

We are enclosing herewith some correspondence with various people on the subject of promotion and publicity of the Nursery business, and would like to add your opinion on the subject to the list. In this way we will be able to get as the saying is "the consensus of the competent."

In response to Mr. Burglehaus' statement that we ought to exert every possible personal effort to influence the civic improvement clubs and other city organizations along the line of street and property improvement, interesting the park board, schools and property owners in helping make cities and towns attractive and beautiful—that we ought to begin at the bottom and work towards the top, would say that is exactly what we have been preaching. But, this work ought not to be left to the efforts of the individual Nurserymen who as a rule are kept so busy under present conditions making their receipts equal their expenditures. Rather should it be placed in the hands of a trained man who would do exactly this work—a man paid a good salary by the various Nurserymen's associations.

The right kind of a man would know how to approach the various Commercial Clubs and get them interested in the matter of making their city more beautiful; would help in the organization of garden clubs, would be prepared to give stereopticon lectures with slides showing proper and improper planting, the beauty of the various kinds of roses and other flowers could be shown and in a thousand and one ways an interest and enthusiasm could be created among the residents of every city and town in this country. The increased demand for Nursery stock at fair prices would be ample to defray the expenses of such a promoter and also provide a fund for publicity purposes. In our opinion there is no business which offers such great opportunities as the Nursery business and no line of business which fails to make use of its opportunities as does the Nursery business.

We would be glad to have your opinion in regard to this matter, and with regards and best wishes, we remain,

MITCHELL NURSERY CO.
M. G. Mitchell, Secretary.

Southwestern Association

Editor American Nurseryman:

The annual Convention of the Southwestern Association of Nurserymen will be held at Dallas, Texas on Tuesday and Wednesday, September 27th and 28th. The Nursery industry in the Southwest has grown to be a factor of national importance and a large attendance is anticipated.

GEORGE F. VERHALEN,
Sec'y-Treas.

Scottsville, Texas

The Addison Advertising Agency, of Chicago, has obtained the account of the A. Washburn & Sons Nursery, of Bloomington, Ill. Advertising will be run in class magazines and newspapers.

A recent subscriber to our Credit and Information List says:
"Think it the best money we have ever Spent."

For full particulars write
NATIONAL FLORISTS' BOARD OF TRADE
48 Wall St., New York City

IT IS IN YOUR OWN INTEREST to buy your FRUITTREE and ROSE-STOCKS from the GROWER only.

Rosa Manetti "Laxa" Rubiginosa
"Laxa" Rubiginosa
APPLE STOCKS PEAR STOCKS
Douchin Quince
Paradise

PLUM

Myrabola St. Julien
100,000 Lillies of the VALLEY.
D. G. De JONGE Nurseries, SAPPENEER, Holland.
(EUROPE)

SPHAGNUM MOSS STANDARD SIZE

Wire and Burlap Bales, also Bulk
Make arrangements now for your summer and fall supply. Prices right. Write
HANS E. PEDERSEN Warren, Wisc

YOUNG EVERGREENS SEEDLINGS—LINING OUT STOCK

We Specialize in
WHITE PINE-NORWAY SPRUCE
Scotch Grove Nursery, Scotch Grove, Iowa

NATIVE BROAD-LEAVED EVERGREENS

Ornamental Trees,
Shrubs, Vines, Woody and Herbaceous
Plants of the Blue Ridge Mountains
Collections to Order in Carload Lots a
Specialty.
Correspondence solicited from large planters
Ask for Price List.

E. C. ROBBINS, PINEOLA,
Avery County, North Carolina



RID-OF- RATS

The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is interesting Reading Matter. Price of Rid-of-Rats, \$1.00 per lb., \$1.50 per doz 15c boxes.

THE BERG & BEARD MFG. CO. Inc.
100 Emerson Place Brooklyn, N. Y.

THIS SPACE

\$5.00 per Month, under Yearly Term
Including publication in both
AMERICAN NURSERYMAN
and
AMER. NUR. TRADE BULLETIN
COVERING THE TRADE
\$5.00 per Month for Short Term.

Ampelopsis Veitchii 300000
two year, 10 in. to 5 ft. Extra strong and 12 yr. for retailing and lining out. Some XX heavy tops and roots. Satisfaction in all grades. Superior to general stock, grown thin, so much stronger roots. It is not the cheapest, but the best. Get particulars before purchasing elsewhere.
CHARLES BLACK, Hightstown, New Jersey

NURSERY CATALOGS

"Ready Made" Nursery and Fall Bulb Catalogs, with your name and address on the front cover. Beautifully illustrated, with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for a sample copy. They will greatly increase your sales—and they don't cost much.
CAMPBELL PRINTING COMPANY
217 WALNUT ST. DES MOINES, IOWA

Commercial Orcharding

Poorest Fruit Year on Record

Summary of Crop Report for July, 1921, by
John B. Shepard, Agricultural Statistician

United States Department of Agriculture
Bureau of Markets and Crop Estimates
Ithaca, N. Y., July 14, 1921.

As a large proportion of the fruit blossoms between the cotton belt and the Canadian border were killed or injured by the late spring frosts, this seems likely to be the poorest fruit year on the records of the U. S. Bureau of Crop Estimates.

The government estimate of the apple crop, based on conditions in all states on July 1st, is 102 million bushels. To find another record of so small an apple crop one has to follow back the column of figures to the year 1890 when the population of the country was only half of what it is now. The peach crop is estimated at less than 31 million bushels or the smallest, by a small margin, since 1907. Of this year's crop, nearly 10 million bushels are in Georgia and other states of the cotton belt and 13 million bushels are on the Pacific coast.

The central states will have little fruit this year, but for people in this state the situation is not nearly as bad as it would seem from these figures, for although the small farm orchards scattered over the state have few apples, the main commercial fruit sections will have fair crops of peaches and pears and about as many apples as they had in 1919. The leading coun-

ties have from 25 to 45 per cent of a full crop of apples and the state average is 34, indicating a probable crop of about 17 million bushels. The total crop will equal only worth. This year barrels are worth only half as much and few apples will be wasted.

The peach crop in this state, although far from being a big crop, is not far below the average for recent years. Niagara, the leading County, reports only 38 per cent of a full or normal crop but Western New York averages 44, the Hudson Valley 70 and the state average is 48. These figures indicate a crop of about 2 million bushels. The pear crop of the state is now estimated at 1 1-3 million bushels. That is a light crop as the average during the last five years has been 1 4-5 million bushels.

Grapes were badly frosted in the Chautauqua district, especially in vineyards back two or three miles from the protection of the lake. That section, which has about half of the grape vines of the state, now expects only 27 per cent of a normal crop. Growers around the Finger Lakes and close to Lake Ontario will average close to 50 per cent of a crop and the Hudson Valley section 83. This makes a state average of 40, just half of the average for the last ten years and 23 per cent below the lowest July average previously reported. In Ohio and Pennsylvania, conditions are even worse. This year Jack Frost will take first prize as a prohibition enforcement agent.

Indiana Fruit Trees

The census bureau's figures show that Indiana had 1,270,274 fewer bearing peach trees in 1920 than in 1910 and 2,377,295 fewer apple trees. Frank Wallace, state entomologist, believes that the loss in bearing peach trees is due to the heavy freeze a few years ago. He can not explain the reported loss in bearing apple trees, but believes that ten years ago farmers gave in all the apple trees as bearing trees, and in 1920 did not class some orchards as bearing. According to the Year Book, Indiana had 365,333 bearing peach trees in 1918 and 718,239 in 1919, 1,978,046 bearing apple trees in 1918 and 2,918,627 in 1919. These figures do not agree with the federal statistics, for they indicate a gain instead of a loss. Twenty years ago nearly every farm had some sort of home orchard. Apples grew or failed to grow, as nature willed. Pests came and killed the trees. The apple grower now has called science to his assistance. While the number of bearing apple trees is decreasing, the production of apples in bushels is increasing in Indiana. This is because the commercial orchards are reaching greater development each year. Better methods are making each tree do the work that a dozen used to do.—Indianapolis News.

Nursery Stock Investigations of the Department of Agriculture

(Continued From Page 33)

peach stocks, and in our estimates for the fiscal year 1922, we are asking for a special item so that we can begin a comprehensive study of rose stocks in a number of localities.

In conclusion, let me say that I have simply outlined a few of the things we are trying to do. We do not anticipate that we will revolutionize the nursery industry, but we do hope with your active co-operation that we may be able to secure some definite information that may be of interest, and possibly from time to time may be able to report on certain phases of our work that may be of value.

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



Business announcements in this Chief
Exponent of the American Nursery
Trade reach every nurseryman culti-
vating ten acres or more in every State
in the Union. The only publication of the kind.
Loyal to the best interests of the trade and leader
in movements which have characterized trade
progress for a quarter of a century! Absolutely
independent.

BRISTLING WITH TRADE NEWS
AN EDITORIAL POLICY OF NOTE
ADVERTISEMENTS FACE READING
ALL ADVERTISEMENTS CLASSIFIED
A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

Advertising: \$2.80 Inch. Subscription: \$2.00 Per Year.
AMERICAN FRUITS PUBLISHING CO.,
Box 124, Rochester, N. Y.

J. H. Skinner & Co.,

Topeka,

Kansas

We offer for very late Fall or early Spring
shipment:

Apple trees, 2 years. Peach trees, 1 year
Plum on Peach, 1 year. Kieffer Pear, 2 years
Gooseberries, 1 year, strong plants.
Rhubarb, Myatt's Linnaeus, divided roots.
Apple Seedlings, Japan Pear Seedlings.
Forest Tree Seedlings.

SHADE TREES

Elm, all sizes up to 2 1/2 inches.
Soft Maple, Ash.
Amor River Privet 12-18 in., 18-24 in., 2-3 ft.
Spirea Van Houtti 12-18 in., 18-24 in., 2-3 ft., 3-4 ft.

Nurserymen Should Know

That one of the fastest growing industries
in the country is

NUT CULTURE

Demand for information as to Nursery-grown Nut Trees is
insistent on all sides. Full information by specialists appears
regularly in

AMERICAN NUT JOURNAL

Leading National Publication of the kind

Subscription \$2.00 Per Year

Advertising Rate \$2.80 per inch

AMERICAN FRUITS PUBLISHING CO., Inc.
39 State St., ROCHESTER, N. Y.

From Various Points

The summer meeting of the New York State Horticultural Society was scheduled for August 3rd at Geneva, N. Y.

President M. R. Cashman, of the A. A. N., in June addressed a meeting of Nurserymen of the Northwest at Victoria, B. C.

Frederick L. Atkins, Rutherford, N. J., Lester Lovett, Little Silver, N. J., and Samuel E. Blair, Nutley, N. J., are the trustees, for the first year of the incorporated American Association of Nurserymen.

Articles of incorporation have been filed by the Crest Line Berry Company of De Queen, Ark., which will engage in the cultivation and marketing of fruits and berries. The capitalization is \$10,000 with \$1,950 subscribed, and the incorporators are E. E. Covert, R. A. Andrews, G. Edge and others.

President M. R. Cashman of the A. A. N., was born on a farm near Owatonna, Minn., his present home, 44 years ago. He is vice-president of the Clinton Falls Seed and Nursery Co., and sales manager of the Nursery department.

Don't ask us about fruit prospects; we have none," is the substance of replies received by H. H. Swaim, secretary of the Indiana Horticultural Society, from orchardists throughout Indiana. Mr. Swaim said that Indiana raisers of apples and other tree fruits may regard themselves as fortunate if they have a 10 per cent yield. Correspondence with other horticultural officials inform him that similar conditions prevail in Ohio, Illinois and Missouri, but that in Michigan prospects indicate a 25 per cent crop.

TO THE TRADE ONLY

We offer a very complete list of Nursery Stock for delivery Fall 1921 or Spring 1922.

FRUIT TREES—A general assortment of Apple, Pear, Cherry, Plum, Prune, Peach, Apricot and Nectarine in first class one year stock.

NUT TREES—Almonds, Filberts and Walnuts.

SEEDLINGS—Apple, Japan Pear, Mazzard, Cherry and Myrobalan Plum.

GRAPE VINES—American varieties, strong on Concord.

SMALL FRUIT AND BERRY PLANTS—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

ROSES—A large list of budded, field grown plants.

NURSERY SUPPLIES—Our usual line.

Portland Wholesale Nursery Co.,
971 Sandy Boulevard
Portland, Oregon.

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

CLOSING TIME:

AMERICAN NURSERYMAN

First Forms: - 25th each month

Last Forms: - 27th each month

If proofs are wanted, copy should be in hand ten days previous to above dates.

American Fruits Pub'g. Co., P. O. Box 124, Rochester, N. Y.

AMERICAN NURSERY TRADE BULLETIN

First Forms: - 10th each month

Last Forms: - 12th each month

Ben E. Niles, of Henderson, Ky., secretary of the Kentucky Horticultural Society, says his county raises more apples than all the rest of Kentucky put together. There are large numbers of commercial orchards, ranging from a few to 200 acres. He says many large fortunes have in his county been founded upon apple orchards.

An Agricultural College, Miss., despatch says: "That several fruit tree agents are operating in various parts of the state without certificates was stated here by D. W. Grimes, State Nursery Inspector, who has received a number of reports to that effect. Acting on the information received, one or two agents have been made to secure certificates and efforts are being made to locate other offenders."

British Columbia is expecting to ship 5,000 car loads of apples containing 3,750,000 boxes in 1921. This quantity will be double the amount of the shipments last year and constitute the largest export the province has ever effected. A partial realization of the development of the British Columbia apple industry may be reached when one takes into consideration that twenty years ago the province was importing this fruit.

The California Flower and Horticultural Exhibition, to take place in Exposition Park, Los Angeles, October 20 to 23, has now sufficiently materialized to justify the prediction that it will not only cover the entire range of California's ornamental and economic horticulture, but that in scope and variety of displays, it will emphasize California's proud position as being the dominant horticultural section of the world, says Henry W. Kruckeberg, Secretary of the California Nurserymen's Association.

Joseph H. Gourley, horticulturist for West Virginia University and the State Experiment Station, has resigned to succeed Prof. W. J. Green as head of the department of horticulture at the Ohio Experiment Station. He is Fellow of the American Association for the Advancement of Science, vice-president of the American Society of Horticultural Science, and editor for horticulture of the Journal of Botanical Abstracts. He is the author of various technical and station bulletins on fruit bud formation, orchard soil studies, tree growth, light studies, and miscellaneous orchard subjects, and has ready for the press a text book of pomology.

American Pomological Society—Secretary-Treasurer R. B. Cruikshank, Columbus, O., announces that the annual report will be sent to members in a short time. He says: "The general reorganization of the Society has not progressed quite as rapidly as had been hoped, owing to the introduction of several unexpected factors. The work, however, is developing through the Executive Committee and we have hoped for plans of establishing headquarters with a permanent full time secretary. This is something which the Society very much needs in order to do the work which we all realize should be done and which can best be done by this organization."

THIS SPACE

\$2.50 Per Month Under Yearly Contract
Including publication in both AMERICAN NURSERYMAN and AMERICAN NURSERY TRADE BULLETIN.
One Month: \$2.80 in both.

Replies to Queries

Floyd S. Platt, of the Glenwood Nurseries, William H. Moon Company, Morrisville, Pa., discussing the questions raised in the May issue of the American Nurseryman regarding Nurserymen and the roadside tree-planting movement, says he believes that because of the quantity of trees that would be required Nurserymen should be willing to supply this stock at a substantial discount from their retail price; but he sees no reason why Nurserymen should be expected to supply these trees at cost. Such plantings would be of benefit to citizens generally and he believes the public is willing to pay a just price for the privileges which it enjoys.

In his opinion the additional amount of business which Nurserymen would book because of the more general planting of roadside trees would be so small that it would not warrant their furnishing trees at cost.

His experience has been that the planting of avenue or roadside trees does not create a desire for the proper decoration of lawns. It is true that unusual or very showy plants such as flowers, roses, etc., do create a demand for such articles; but not so with trees.

Mr. Platt is much interested in the subject of roadside tree planting.

We Offer for Early FALL or SPRING Shipment

PEACH, PLUM and MULBERRY

All Grades

SHRUBS, ROSES, EVERGREENS

Carload Shipments a Specialty

We need Pear, Cherry, Apple

Send us your surplus list.

SOUTHERN NURSERY COMPANY
Winchester, Tennessee.



Home LANDSCAPE GARDENING

Increase Your Sales. Give expert landscape advice. Sell more trees, shrubbery, etc. Books show how to lay out, plant, care for small lots or estates.

Plans and Pictures. Send **No Money**. Mailed postpaid. If satisfied send check \$7.50, price in full. If not, return books in 5 days.

10 VOLUMES 5 DAYS APPROVAL

GARDEN PRESS, Dept. F Davenport, Iowa

JAPAN Specialties

Japan Pear } Varieties { Pyrus Ussuriensis
Stock Seed } Pyrus Hondoensis
Pyrus Calleryana
Pyrus Serotina

Japan Persimmon } Varieties { Lotus
Stock Seed } Diospyros
or Kaki

Japan Wild }
Cherry Seed } Are ready to book your order for coming Fall Delivery.

Japan grown seeds a specialty

PACIFIC STATES SEED CO.

(Successor to Japan American Seed Co.)

SACRAMENTO, California

No person or firm interested in any way in the sale of trees or shrubs, flowers, land or fruit, or any trade supplies is in a position to dictate the policy of this publication. American Nurseryman is the only Nursery Trade Journal of which this can be said.

Cultural Topics

Controlling Damping-Off in Forest Nursery Stock

The best method of controlling damping-off in forest Nursery stock appears to be the disinfectant treatment of the seed bed, say specialists of the United States Department of Agriculture, who have recently completed a series of investigations to work out control measures. A report of their investigations has just been published as Department Bulletin 934, Damping-Off in Forest Nurseries. Sulphuric acid, they say, has been found very useful for conifers, as they are apparently especially tolerant of acid treatment.

In most Nurseries, if the minimum effective quantity of acid is used, there is no need of any special precautions to prevent injury to the seedlings. The minimum quantity must be determined for each locality, for the specialists say that no single treatment can be found that can be universally applied without change in details.

The most serious losses in conifers, according to the bulletin, are from the root-rot type of damping-off, which occurs after the seedlings appear above the ground. This type of the disease is most serious under extremely moist atmospheric conditions. The type of damping-off which appears later when the stems become too rigid to decay easily is ordinarily less important than the earlier type. Seedlings more than two months old are, as a rule, able to recover from infections. The specialists believe that thick sowing favors the disease, and that soil acidity is in general unfavorable to it.

Southern Nurserymen's Association

The annual convention will be held at Patten Hotel, Chattanooga, Tenn., September 7-8.

"Some men will not spend \$1 to support a Nursery organization, but will cheerfully pay \$50 for a coon dog," says President Paul C. Lindley, who adds:

If you are interested in Southern Nursery conditions, meet with the "house cleaning" committee afternoon of September 6th. Henry, take notice and get busy. It is your duty to your business to help, not only by paying increased dues, but also to secure new members. See your neighbor. The more members, the more money. O. Joe Howard, Hickory, N. C., is the Secretary. Try to encourage the officers by every member getting a member. The South comprises one-third of the United States. Let's all co-operate for a big, better Southern Association!

British Pest Prevention—The minister of Agriculture of Great Britain announces establishment of "The Destructive Insects and Pests Order of 1921," prescribing that consignments of plants with a persistent woody stem above ground; potatoes other than new potatoes; tubers, bulbs, etc., for planting, seeds of onions and leeks for sowing, and all gooseberries, in order to be landed in this country, must be accompanied by an official Health Certificate of the country of origin. Also "The Sale of Diseased Plants Order," which makes it an offense for plants which are substantially attacked with certain specified pests to be sold within the country.

The new Nursery law of Oregon which became effective May 25, 1921, requires every Nurseryman, dealer or importer of Nursery stock in that state to pay a license fee of \$10 and give a bond in the sum of \$1,000. Agents, salesmen and solicitors must pay a license fee of \$1.

Say you saw it in "American Nurseryman."

ECHOES OF THE CHICAGO CONVENTION

[From the July issue of the AMERICAN NURSERY TRADE BULLETIN]

Amendments to the Constitution

Article 3 amended to read as follows: The officers of the Association shall consist of the president, vice-president, secretary and treasurer, and the executive committee. The president, vice-president and treasurer shall be elected by ballot at the annual meeting of the association and hold office for one year or until their successors are chosen. The executive committee shall consist of the president and vice-president ex-officio, and five others, nurserymen, active members, who shall be elected by ballot; two to be elected for one year, three to be elected for two years and annually hereafter alternately, two for two years and three for two years. There shall also be a vice-president from each state to be chosen by their respective state delegations at the annual convention, who shall hold office until their successors are duly elected. The Secretary shall be chosen by the executive committee and shall hold office subject to approval of said executive committee.

Article 7—The annual membership fees for active members shall be \$10.00 plus additional dues based on annual gross volume of business without deductions of any character, as follows:

| | |
|-----------------------------|----------|
| \$ 10,000 to \$ 25,000..... | \$ 10.00 |
| 25,000 to 50,000..... | 20.00 |
| 50,000 to 75,000..... | 30.00 |
| 75,000 to 100,000..... | 40.00 |
| 100,000 to 150,000..... | 60.00 |
| 150,000 to 200,000..... | 85.00 |
| 200,000 to 250,000..... | 110.00 |
| 250,000 to 300,000..... | 135.00 |
| 300,000 and up..... | 150.00 |

The membership fees and dues to be paid prior to the 1921 convention and annually thereafter until the constitution shall be amended.

The annual membership fee for associate members or non-voting members shall be \$10.00.

The annual membership fee and dues based on the above schedule are due prior to the date of annual meeting and become delinquent after July 15th of each year. Any member making a false report of the amount due the association as provided above, shall forfeit his membership.

Recommendations of the Executive Committee of the American Association of Nurserymen That Were Adopted at the Chicago Convention June 23, 1921

1—VIGILANCE COMMITTEE: Your executive committee recommends the continuance of a Vigilance Committee and urges that the Association continue to back this committee to the limit of its power in order to carry out our determination to free the association from undesirable members.

2—SETTING OUR HOUSE IN ORDER. It is further recommended that each year the secretary be instructed to mail to each member a complete list of the Association membership so that each member may report to the Executive Committee through the Secretary, any member guilty of unscrupulous or fraudulent dealings.

3—Owing to the wide difference of opinion arising from the use of the present trade mark, we, the Executive Committee, hereby recommend that its use be discontinued and that no further printing of the trade mark be done by our members.

When writing to advertisers just mention American Nurseryman.

Baby Ramblers In Bloom

The annual meeting of the Baby Ramblers was held at the Congress Hotel June 21st with the following members present: Paul Fortmiller, Ed Greening, Clarence Perkins, Wm. Flemer, Jr., Hort Bowden, B. Kelley, Wm. Mastin, B. Meehan, B. J. Manahan. The following constitution and By-Laws were adopted:

Constitution and By-Laws

Section 1—This organization shall be called "Baby Ramblers." The object of this organization shall be to promote a spirit of friendship amongst the younger members of the Nurserymen's Association.

Section 2—The membership shall consist of individuals who are actively engaged in the Nursery business and at least twenty-one years of age.

Section 3—The total membership of this organization shall not exceed twenty-five.

Section 4—Its regular meeting shall be held annually during the Convention of the American Association of Nurserymen at the call of the President.

Section 5—Special meetings shall consist of the President, Vice-President, Secretary and Treasurer who shall be elected by ballot for a term of one year at the annual meeting.

Section 7—(Article 1)—Applications for membership shall be made in writing to the Secretary and may be acted upon at the annual meetings only, and voting shall be by ballot. Majority vote of members present shall elect applicant to membership.

(Article 2)—In case more applicants than vacancies exist, the applicants shall be voted upon collectively and those receiving the greater number of votes shall be declared elected to membership. Applicants not elected will be placed on waiting list and voted upon at next vacancy.

Section 8—Five members shall constitute a quorum to transact any business.

Section 9—This constitution and By-Laws may be amended by a two-third vote at any annual meeting.

By-Laws

Article 1—It shall be the duty of the President to preside at the meetings of the organization.

Article 2—The Vice-President shall act as President in case of death, resignation or inability of the President to preside.

Article 3—The Secretary-Treasurer shall keep a record of each meeting, notify each member of the regular and special meetings, collect all moneys due, disperse same on order of President and render an annual report.

Article 4—Each member shall pay an annual fee of \$3.00 which shall be payable on or before date of annual meeting.

Article 5—Any member in arrears for two years shall be dropped from membership. And it is the duty of the Secretary to notify him that his membership has lapsed.

The "Baby Ramblers" taken in this year were: F. S. Baker, Northeastern Forestry Assn., Cheshire, Conn.; George S. Harris, C. R. Burr & Co., Manchester, Conn.

Officers for ensuing year are:

President, Wm. Flemer, Jr.

Vice-President, Wm. Mastin.

Secretary-Treasurer, Hort Bowden.

Eleven Baby Ramblers and two invited guests sat down to a real dinner at the Hotel Drake. After dinner the Ramblers christened these two guests (one a redhead) Tritoma Pfitzerl, and the other (a blackhead) Symphoricarpos Vulgaris. They were young men and as they had never joined the order of the "Yellow Dog" were promptly and very soakingly initiated. After several rounds of real stories and songs by the crowd, the party broke up.

"Remember, Baby Ramblers, Detroit next year; and we want everyone there."



This Season We 'Are Boasting About The Following:

TWO YEAR PEAR, as fine as we have ever grown.
ONE YEAR PEACH, splendid trees, standard varieties.
PRIVETS—all kinds—we are headquarters for these this year.

Of course we have our usual supply
of fruit trees, roses, shrubs etc.

The growing season with us has been ideal thus far and our stock
looks unusually well.

Send us your want lists.

The HUNTSVILLE WHOLESALE NURSERIES, Inc., Huntsville,
Alabama.

Quercus palustris (Pin Oak)
Fraxinus americana
(White Ash)
Populus nigra fastigiata
(Lombardy Poplar)
Ulmus monumentalis
(Cornish Elm)

Ask for our prices before ordering

AUDUBON NURSERY
H. VERZAAL, General Manager
WILMINGTON, P. O. Box 278 N. C.

GRAPE VINES

Gooseberries Currants
Raspberries Strawberries
Best varieties. Well rooted and vigorous
plants. Catalogue sent to you free. Write
for it today.
T. S. HUBBARD CO., Fredonia, N.Y.

SPHAGNUM MOSS. BEST QUALITY.

Standard size in burlap: 5 to 25 bales, at
\$1.00 per bale. 25 to 100 bale lots, at 95c per
bale. **Wired bales**, from 5 to 25 bales, at 70c
per bale. 25 to 100 bale lots at 65c per bale.
Write for prices on car lots. Cash with
order on all lots less than car loads.

M. L. Hancock & Sons, City Point, Wisc.

Strawberries

Summer and Fall Bearing
Handy for all kinds of Raspberries,
Blackberries, Currants,
Gooseberries, Grapes, Fruit Trees,
Roses, Shrubs, Eggs for Hatching,
Crates, Baskets. Catalog free.
L. J. Farmer, Pulaski, N.Y.

Remember the Mid-Month Issue of the

AMERICAN Nursery Trade Bulletin

FOR TRADE ANNOUNCEMENTS

Forms close on the 12th.

39 State St.

ROCHESTER, N. Y.

TWICE-A-MONTH Nursery Trade Publicity

On the 1st and 15th

AMERICAN NURSERYMAN

NURSERY TRADE BULLETIN

THIS SPACE

\$5.00 Per Month

In Two Nursery Trade
Monthly Journals

Under Yearly Term

One Month \$5.00 In Both

The Art of Landscape Architecture

By SAMUEL PARSONS

Fellow of the American Society of
Landscape Architects; author of "Land-
scape Gardening," etc.

An octavo volume of 347 pages
with 57 illustrations, setting forth
the underlying principles of land-
scape gardening. The chapters
consider lawns, plantations, roads,
paths, grading, rocks, water,
islands, location of buildings, lay-
ing out of grounds, scope and ex-
tent of estates, maintenance, gar-
dens and parks.

Price \$3.80

American Fruits Publishing Co.
Rochester, N. Y.

NOTICE

To all American Nurserymen and Seedmen
desiring to keep in touch with commercial horti-
culture in England and the continent of Europe—
Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great
Britain and the cream of the European firms.
Impartial reports of all novelties, etc. Paper free
on receipt of \$1.00, covering cost of postage yearly.
As the H. A. is a purely trade medium, applicants
should, with the subscription, send a copy of their
catalogue or other evidence that they belong to the
nursery or seed trade.

Established 1883

H. A. LTD., Lowdham, Nottingham, Eng.

When writing advertisers just mention
American Nurseryman.

WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW FOR THE COMING ACTIVE MONTHS

In **The American Nurseryman** Chief Exponent of the
American Nursery Trade

Every Advertisement is repeated in the **AMERICAN NURSERY TRADE BULLETIN**, thus covering the Trade. See
Schedule of Information on other page of this issue. Ought your two-inch card to be standing regularly in the "Di-
rectory of American Plant Propagators," as in this issue. \$5.00 per mo. for 2-inch space under yearly term.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State St., Rochester, N. Y.

American Fruits Company's Library Opportunities

PRACTICAL BOOKS ON HORTICULTURE, NUT GROWING, NURSERY PRACTICE

Any of the following books will be sent on receipt of price by AMERICAN FRUITS PUB'G CO.,
123-125 Ellwanger & Barry Bldg., ROCHESTER, N. Y. Prices subject to change.

| | | | |
|---|------|---|--|
| American Apple Orchard By F. A. Waugh..... | 1.90 | Insect Book—Dr. L. O. Howard... 6.30 | Principles of Floriculture..... 3.40 |
| American Fruit Culturist By John J. Thomas..... | 3.65 | Insects and Insecticides—Weed... 2.15 | Parsons on the Rose—Parsons.... 1.75 |
| American Grape Culture—Munson.. 2.65 | | Insect Pests of Farm, Orchard and Garden—Sanderson and Peairs.. 4.65 | Peach Culture—J. A. Fulton..... 1.65 |
| American Grape Growing and Wine Making—George Husmann 2.15 | | Irrigation Farming—L. M. Wilcox. 2.40 | Peach Growing—By H. P. Gould... 2.65 |
| American Horticultural Manual By Budd-Hansen, two vols..... 3.15 | | Irrigation for the Orchard—Stewart 1.75 | Pear Culture for Profit—Quinn.... 1.35 |
| American Peach Orchard—Waugh. 1.90 | | Land Drainage—Joseph H. Jeffrey. 1.40 | Picturesque Gardens—Henderson... 2.25 |
| Bulbs and Tuberous-Rooted Plants 2.15 | | Landscape Gardening—Art of Land- scape Architecture—Parsons.... 3.65 | Plant Breeding—By Dr. L. H. Bailey 3.40 |
| Bush Fruits—By F. W. Card..... 3.15 | | Landscape Gardening—Downing's Famous Work—10th Edition —Revised by Waugh..... 6.00 | Plant Propagation: Greenhouse and Nursery Practice—M. G. Kains 2.40 |
| California Fruits and How to Grow Them—E. J. Wickson, A. M... 4.15 | | Landscape Gardening—House and Garden's Book of Gardens, 9 1/2 x 12 1/2, 400 Illustrations..... 5.15 | Plums and Plum Culture—Waugh. 2.65 |
| Citrus Fruits—J. E. Colt..... 3.40 | | Landscape Gardening, Kemp— Revised by F. A. Waugh..... 2.15 | Plant Physiology—B. M. Duggar... 3.00 |
| Commercial Apple Industry of North America 3.65 | | Landscape Gardening—Maynard... 2.65 | Practical Forestry—A. S. Fuller... 2.15 |
| Cyclopedia of Agriculture By E. V. Wilcox-C. B. Smith... 3.75 | | Landscape Gardening—The Small Place—By Elsa Rehmman..... 3.65 | Practical Fruit Grower—Maynard.. 1.00 |
| Dwarf Fruit Trees—Waugh..... 1.00 | | Landscape Gardening—Puckler..... .85 | Principles of Agriculture—Bailey... 2.00 |
| Fertilizers and Crops By Dr. L. L. Van Slyke..... 3.40 | | Landscape Gardening—Muskaw 3.65 | Productive Orchard—F. C. Sears 2.65 |
| Fertilizers—Edward B. Voorhees... 2.65 | | Landscape Gardening—Cridland... 2.65 | Principles of Fruit Growing—Bailey 2.65 |
| Field Notes on Apple Culture By Dr. L. H. Bailey..... .90 | | Landscape Gardening—The Com- plete Garden—Albert D. Taylor. 6.15 | Principles of Pruning—Kains..... 2.65 |
| First Principles of Soil Fertility By Alfred Vivian..... 1.40 | | Landscape Gardening—O. C. Si- monds 6.15 | Pruning Manual—By L. H. Bailey. 2.65 |
| Forest Planting—H. N. Jarchow. 1.65 | | Manual American Grape Growing —Hedrick 3.40 | Putnam's Garden Hand Book..... 2.00 |
| Forcing Book—By Dr. L. H. Bailey... 2.15 | | Making Horticulture Pay—Kains... 1.90 | Quince Culture—W. W. Meech.... 1.35 |
| Fruit Growing in Arid Regions.... 2.75 | | Manual of Fruit Diseases L. R. Hessler, H. H. Whetzel.. 3.15 | Roses—How To Grow—Robert Pyle 1.35 |
| Fruit Garden—P. Barry..... 3.15 | | Manual of Fruit Insects M. V. Slingerland, C. R. Crosby 3.90 | Rose—H. B. Ellwanger..... 1.40 |
| Fruit Harvesting, Marketing—Waugh 1.90 | | Manual of Gardening—L. H. Bailey 3.40 | Sales Promotion By Mail..... 2.15 |
| Fruit Insects—Crosby..... 3.90 | | Manual of Tree Diseases—Rankin. 3.40 | Small Fruit Culturist—A. S. Fuller. 1.75 |
| Fumigation Methods 1.90 | | Manual of Vegetable Garden Insects By Crosby & Leonard..... 2.90 | Soils—E. W. Hilgard..... 4.25 |
| Gardening for Pleasure—Henderson 2.15 | | Manures and Fertilizers—Wheeler. 2.65 | Soils—Lyon-Fippin-Buckman 3.40 |
| Gardening for Profit—Henderson... 2.15 | | Modern Fruit Marketing—Brown... 1.90 | Soils—F. H. King..... 2.40 |
| Grape Growers Guide—Chorlton... 1.65 | | Modern Propagation Tree Fruits— B. S. Brown..... 1.65 | Soils—By Charles W. Burkett.... 1.90 |
| Grape Culturist—A. S. Fuller..... 2.15 | | Nature's Garden—Neltje Blanchan 6.30 | Spraying Crops—C. M. Weed..... 1.00 |
| Greenhouse Construction—Taft 2.40 | | Nursery Manual—Dr. L. H. Bailey. 2.65 | Standard Cyclopedia of Horticulture Edited by L. H. Bailey. In six volumes. 3,600 pages, 4,000 text engravings. 96 sepia half- tones. 500 collaborators. May be had on installment payments 48.00 |
| Greenhouse Management—Taft..... 2.40 | | Natural Style Landscaping—Waugh 2.65 | Strawberry in North America—S. W. Fletcher 1.90 |
| Hedges, Windbreaks, Shelters By E. P. Powell..... 1.00 | | Manual Tropical and Sub-tropical Fruits—Popenoe..... 3.90 | Strawberry Growing—S. W. Fletcher 2.40 |
| How To Grow Roses—Robert Pyle. 1.35 | | Nut Culturist—Andrew S. Fuller... 2.15 | Successful Fruit Culture By Samuel T. Maynard..... 1.75 |
| Injurious Insects—F. L. Washburn 2.65 | | Ornamental Gardening—E. A. Long 2.15 | Systematic Pomology—Waugh.... 1.90 |
| Insects of Economic Importance— Herrick 2.15 | | | Ten Acres Enough—L. P. Roberts.. 1.75 |

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view.—H. Dumont, Chicago, Ill., in Printer's Ink.

The Whole Subject of Nursery Trade Publicity

By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements entrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th of each month. Forms close on the 25th.

BETTER THAN ANY TRADE DIRECTORY—Mailing Lists changed daily.

American Nurseryman and American Nursery Trade Bulletin

ALL ADVERTISEMENTS ARE RUN IN BOTH PUBLICATIONS
ABSOLUTELY COVERING THE TRADE

FOR THOSE WHO DO NOT ALREADY KNOW

BUSINESS Announcements in this Chief Exponent of the Trade reach the Nurserymen of every State in the Union. An absolutely independent publication. Edited by the Founder and Dean of Nursery Trade Journalism in America, it continues its pronounced lead in movements which have characterized trade progress for a quarter of a century. Practically every important action on the part of Nursery organizations of the country, national, district and state, has been urged and foreshadowed in the columns of the "American Nurseryman" for months or years beforehand. That is an unparalleled record. The proof is in print in the files of this journal, open to all.

THE AMERICAN NURSERYMAN, 89 State Street, ROCHESTER, N. Y.

ADVTG. \$2.50 INCH. CHIEF EXPONENT OF THE NURSERY TRADE. SUBS. \$2.00 YEAR
American Nurseryman Advtg. Are Included in American Nursery Trade Bulletin Monthly

TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

"Your publication is doing a great work. We are all with you."—John A. Young, President, Aurora (Illinois) Nurseries.

Subscription: \$2.00 per year, Three Years. \$6.00

AMERICAN FRUITS PUBLISHING CO.,
39 State St., ROCHESTER, N. Y.

The Standard Cyclopedia of Horticulture

BY
Dr. L. H. Bailey

WE HAVE sold to Nurserymen and Horticulturists many sets of this Monarch of Horticultural Literature. It is the standard publication of the kind and should be in the library of every progressive horticulturist. As a reference book it is unexcelled. Six volumes, large quarto; 3600 pages; 24 full page plates; 96 sepia half-tone engravings; more than 4000 text engravings; 5000 collaborators; approximately 4000 genera, 15000 species and 40,000 plant names

Write for prospectus containing description and our offer.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State Street, Rochester, N. Y.